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627-2
40th Year
1938



Hoffman's
EXTRA-QUALITY
FARM SEEDS

Meet Some Good Old Friends

FORTY years have made a host of friends. They are our greatest gain. For each one we are most thankful. The limited space of this book permits mention of just a few of them. But on certain pages, won't you please note the pictures and statements of these good friends? They represent the voice of the thousands of others just like them—new friends and old—who are glad to tell about their experiences with Hoffman's Seeds.

It is the loyalty of every one of you, our customers, that has made possible the 40-year growth of this business. Please accept our most sincere thanks.

A. H. HOFFMAN, INC.

Landisville (Lancaster County), Pa.

To the right is shown a good Butler County friend, H. C. Heyl, of Prospect, Pa. He reported: "I have used Hoffman's Seeds for over 30 years and always had good results. Used their clover each and every year. I feel Hoffman's have always had clean seeds. I could buy cheaper seeds, but was afraid of the dirt and weeds."



Left: "I never had a failure with Hoffman's Clover Seed. Always good clean seeds and no weeds. All their seeds grew. The seed you get from Hoffman's—IT GROWS." These words from W. D. Smith, Jefferson, Greene County, Pa., who has sown Hoffman's Seeds for 38 years.

Right: "For the past 37 years we bought our seeds from Hoffman. We always liked the way the shipments were handled—never any delays. The seed was always satisfactory"—so said John Snyder, Jonas, Monroe County, Pa.



Left: Frank T. Barnes, Penn Yan, New York, who has bought Hoffman's Seeds for 30 years for his 133-acre farm. His words were: "I always had good crops. My neighbors with cheaper seeds often had poor crops. I never had any poor seed from Hoffman's. Always liked to deal with them."

You and Your Seeds This Year

WHEN you think of your planting program, the important thing is—what will you get in return for your money and your work? The kind of seed you plant has so very much to do with the kind of yields you will get. Right here—please consider Hoffman's. Because back of it stands a firm protecting a 40-year record for reliable farm seeds.

Keep this book handy through the year. You can rely on the seeds it offers. Let it serve you often. The seeds you buy from it will make money for you! Your orders will be handled to your satisfaction. Let them come forward.

When You Buy Seeds Please Consider These

★ 5 POINTS EACH ONE AFFECTS YOUR CROPS AND THEREFORE YOUR PROFITS!

LET five old Hoffman customers tell you why. They know! Their experiences date from 20 to 33 years each. Please read what each one of them has to say. Also the other statements about each of these five important points.



1 SOURCE

The right seed is so important to a successful crop! Nothing like being sure of its source. Years of high prices for truly topnotch seed bring out the lower-price seeds from undesirable origins. Watch out for them this year! You can bank on one thing—Hoffman's Seeds are from desirable sources.

2 PURITY

Of course you want clean seed—free from weeds. . . . It costs something to get real high purity in any lot of seed—but never more than it's worth! 39 years of practical experience, plus most modern cleaning methods and testing equipment—place Hoffman's in line with reliable seed-purity that you can be sure about.

"Hoffman's Seeds always gave me desired satisfaction—always withstood our severe winters. You must have seed from a good hardy SOURCE," said Robert P. Diehl, Lehighton, Pa. . . . Farms nearly 600 acres. . . . Has 160 milch cows—260 hogs, 9 silos. . . . A Hoffman Seed customer of over 20 years. Note his pictures above.



When asked why he had sown Hoffman's Seed for more than 20 years George W. Boyer, Pine Grove, Pa., replied: "Because of their PURITY. . . . They were always clean and always gave good results. Never found anything wrong with any of Hoffman's Seeds." Note his picture above.



3 VARIETIES

Many new kinds of seed have appeared in 40 years. Some good ones—others of no special merit. Part of the Hoffman job—all year round—year after year—is to investigate, check, test out varieties—to be sure they're the right kind to offer you.

4 PRICE

From just one standpoint—namely, that of yields and profits—should this important matter of price be considered. . . . That extra dollar or so per bushel (why it's only a few cents per acre) will so often bring very much greater crop returns! Take no chances—sow Hoffman's Seeds. Quality counts far more than price.

5 THE HOUSE

Many long years of valuable experience—knowledge gained at first hand from growers and users—extensive traveling—close contacts with leading crop authorities . . . that's Hoffman's record. . . . Now—man to man—isn't that background worth real protection to seed-buyers? You can depend on Hoffman's Quality Seeds!

"When Hoffman's advertise a VARIETY of anything in their catalog, you can always depend upon what they say—they have always proved dependable." So said C. E. Kemmerer, Bethlehem, Pa., a continuous customer of 33 years. See above photos.



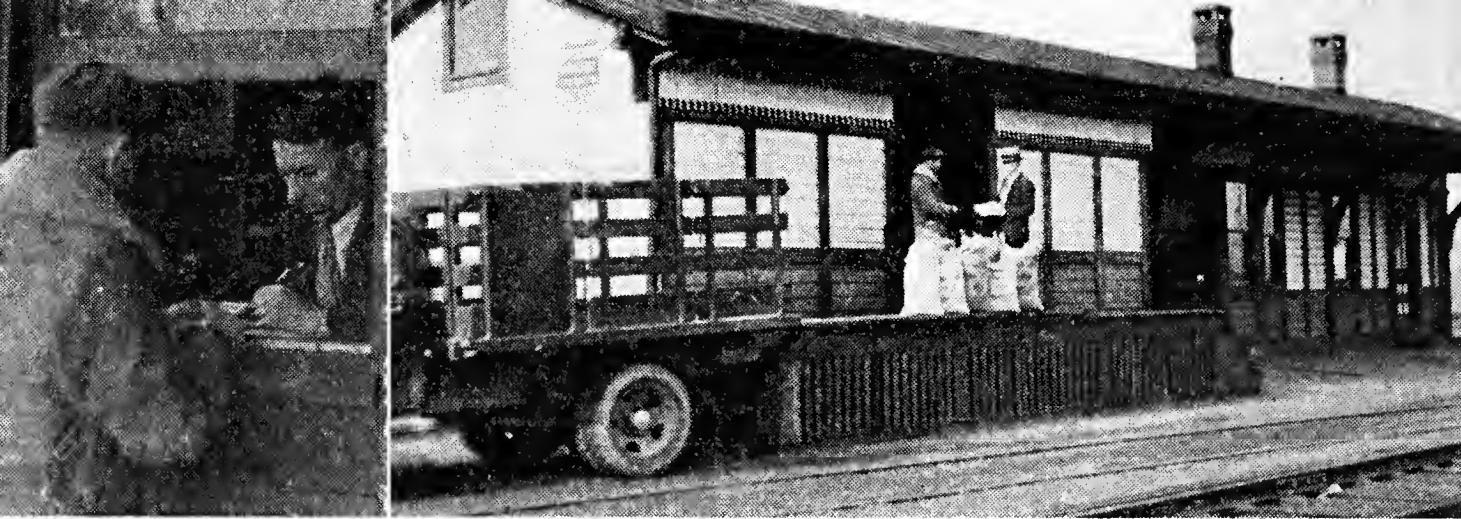
"Always liked Hoffman's Seeds. Cheaper PRICE seed was often to be had. . . . But we found Hoffman's costing less in the end." So reports Frank C. Hoover, Munson, Pa., a 20-year customer. Shown above is his son, Oliver, plowing.



"I have always found Hoffman's was a reliable HOUSE. . . . They did things right. . . . You could depend on them." . . . Those are the words of W. P. Hottenstein, Milton, Pa., after 33 years' experience with Hoffman's. Note his pictures below.

"Hoffman's Seeds Make Money for YOU"





A New Service for HOFFMAN Customers

HERE is an arrangement we have wanted for a long while. It should prove very popular. If you want to take advantage of it you may

Pay Your Freight Agent for Your Seeds When You Get Them at the Station

It is just as easy as that. If you don't want to send your check or other payment along with your order, just tell us to ship by freight C. O. D. Then you can pay the Agent for your seeds when they arrive!

Be sure there is a freight agent at the station you specify. If there isn't, this plan cannot be followed.

If it is not convenient to mail payment with your order for Hoffman's Seeds, just follow this plan. You won't have to bother making a trip to the bank to lift the papers, etc. The railroad freight agent will take care of everything.

**HOFFMAN PAYS THE FREIGHT—on shipments
of 100 lbs. or over into 11 States—see page 71**

ALL BAGS SUPPLIED FREE

"MONEY-BACK" TERMS You are to decide for yourself—Seed That You Buy Here Must Be Satisfactory on Its Arrival or May Be Returned Promptly, and Your Money Will Be Refunded—Round Trip Freight to Be Paid by Us. Time will be granted when you wish to have purity and germination tests made. . . . Hoffman's Seeds will please you!

★ C L O V E R ★

Right: The best crop of clover ever grown by Cyrus Shuey on his Lebanon County farm—twenty-five big loads from 14 acres. Notice the fine stand of clean hay. It was grown from Hoffman's Seed.



Hoffman's RED CLOVER SEED

JUST like Mr. Shuey, great numbers of other folks have had outstanding success where they sowed Hoffman extra-quality seed. No doubt about it—there is something in sowing the right seed for the job you want it to do.

Good clover seed is scarce. This past year's crop is one of the very shortest crops of Red Clover Seed on record in this country. Prices will undoubtedly remain on high levels.

In short-crop years like this, seed buyers must be very cautious. In years of shortage or plenty, there is one brand of clover seed you can depend on—Hoffman's EXTRA brand. It stands for very highest quality. Always CLEAN and free from foul weeds. Always TESTED seed—to be sure of sound germination.

It is selected by careful buyers in the best producing sections. It is cleaned and recleaned by modern machinery, way past the stages reached by most of its competitors. Grown in the right locations. Hardest strains known. Every lot is tested to insure satisfaction to its user.



Left: John Schrope, Hegins, Pa., at work in his incubator room. He made these interesting remarks:

"I have used Hoffman's Seeds for thirty years. The seeds were very satisfactory. I never look at the seeds—never open a bag. I just know they are always good."

"I met A. H. Hoffman while we were both attending West Chester Normal, West Chester, Pa., back in 1887. He was a sound thinker and a very reliable young man. I know that his son carries on those same sound policies and fair dealings that his father created."



★ CLOVER ★



Above: A 12-acre growth of Hoffman Clover, some of it 4 feet high, grown in Clinton County, Pa., by E. C. Summerson.

Hoffman's

"EXTRA" RED CLOVER

(Native U. S. Seed)

THERE is desirable and undesirable seed grown in these United States, just as in other parts of the world. To buy simply what is called home-grown, or U. S.

grown, or northern-grown seed, does not always insure it is the right seed for you. But with this Hoffman U. S. Verified Seed you get a Government tag showing exactly what State produced the seed—there can be no deception about it.

Besides seed of absolutely known source, you get only the choicest quality seed to be had, when you buy Hoffman's Seed. You don't get a lot of weeds that you don't want. But you get the stand of clover that you do want. That's what great numbers of eastern and northern farmers buy it for, year after year. They certainly do get pleasing results.

In the more northern and highest-altitude sections, authorities claim that the only kind of clover seed to safely sow are these hardy native strains, such as this Hoffman "Extra" Native Seed. Below are the details on North European Seed, also offered as Hoffman "Extra" Seed. That seed has done well for many users in many sections through the East and South.

Because of our very short supplies, order your Hoffman "Extra" Native Red Clover soon.

"EXTRA" RED CLOVER (North European)

HERE are the facts about this seed. . . . It is grown in northern sections of the old country. It is NOT the southern-grown unadaptable seed, which has caused so much crop-failure in America!

During many past years when it was available, Hoff-

**INOCULATE
This Seed
IT PAYS!
See Page 10**

★ CLOVER ★



man patrons sowed just about as much of this Adaptable North European Seed as they did of the home-grown seed. Not one of them has yet reported dissatisfaction with it. A canvass was made last year among many of these former users. The question was asked, "How did your Hoffman imported clover do for you?" The answer nearly always was, "I didn't notice any difference."

There is just a certain limited amount of really good-quality United States seed to be had this year. Hoffman's will offer it to you as long as it's possible. Some folks will sow nothing but U. S. seed—others will want to save the big difference in cost per bushel. They can do this with Hoffman's North European Seed. It comes from hardy sources over there. Strictly clean of foul weeds. You take no chance whatever of weed injury, for it really is very well cleaned. Tested and sound.

Above seed has 1 per cent of it stained green. This is done by U. S. Government men to identify it from the undesirable imported seed. The latter carries 10 per cent red stain. Please note—we do not handle any Italian or other unadaptable imported seed!

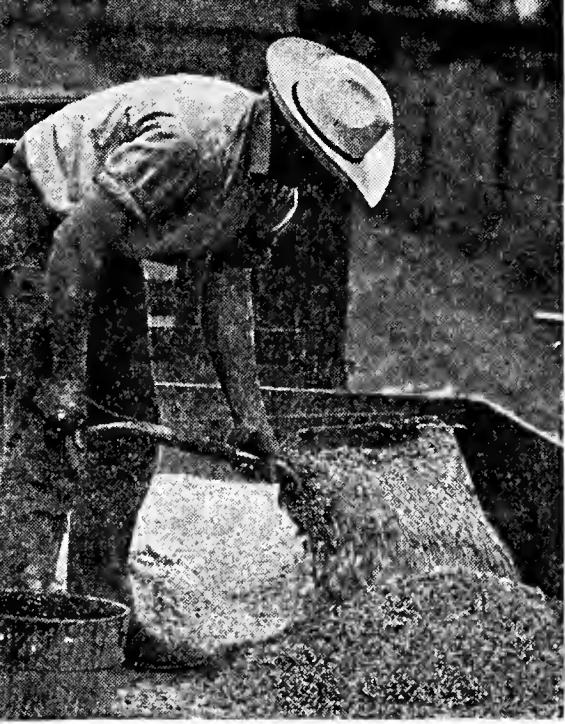
**FREIGHT
IS PAID
and
BAGS ARE
FREE**

—see details page 71



MAMMOTH (SAPLING) CLOVER

MUCH like the regular Red Clover. Used for about the same purposes. Mammoth is a little coarser—grows taller—ripens later—roots deeper. Produces but one crop of hay—affords less pasture after cut. Thrives on poorer soils. Withstands drought quite well. Two strains are offered . . . the "Extra" Native Mammoth and the "Extra" Mammoth grown in Northern Europe. See Price List.



It is easy to apply Hoffman's Inoculant to your seed. Full directions go with each can.

growing plant whose seed has been inoculated, these tiny germs supply nitrogen which also benefits other crops that are growing along with the treated legume plants.

Treat All Legume Seeds with Hoffman's INOCULANT

PRICES LOWER THAN EVER

IT COSTS so little now to apply Hoffman's Inoculant to your seeds. Prices of these cultures are lower today than ever before.

Hoffman's Inoculant increases the yield and quality of legume crops. Helps them to quicker growth—earlier maturity. Enables legumes to grow where they cannot thrive otherwise. Besides aiding the

See what inoculation helps to do for Clover.



NEW LOW PRICES OF HOFFMAN'S INOCULANT

(Postpaid Prices)

Several kinds of bacteria—many size cans. Each kind of seed requires a different germ.

	1/2 bu. size	1 bu. size	2 1/2 bu. size
Alfalfa	\$0.30	\$0.50	\$1.00
Sweet Clover .....	.30	.50	1.00
Red Clover .....	.30	.50	1.00
Mammoth-Alsike ...	.30	.50	1.00
White Clover .....	.30	.50	1.00
Lespedeza .....	..	.50	1.00

5-bu. sizes @ \$1.65 each are offered for all above seeds except Lespedeza.

	1 bu. size	2 bu. size	5 bu. size
Soy Beans	\$0.30	\$0.50	\$1.00
Cow Peas .....	.30	.50	1.00
Vetch .....	.30	.50	1.00
Canada Field Peas..	.30	.50	1.00
Garden Peas, Sweet Peas (peck size only) .....			.25
For Soy Beans only: 10-bu. size @ \$1.65; 25-bu. size @ \$3.25.			

★ INOCULANT ★

LEADING agricultural authorities say that it pays to inoculate all the legume seeds. Tests everywhere prove that inoculated seed produces bigger and better crops.

Be sure to say on your order which seed is to be inoculated—because it takes different germs to treat the various kinds of seeds.

When correctly inoculated, these legume plants will form little sacs on their roots. In these sacs they store up nitrogen which they draw from the air. This nitrogen not only helps these plants themselves, but is also left in the ground for you. It only costs 10 to 20 cents to inoculate an acre of Alfalfa with bacteria, which will gather about 100 pounds of nitrogen, worth \$20 to \$30 annually. This bacteria may live there in the soil for many years. Cost is so small—the benefits so great—that it pays to inoculate every legume seeding with a fresh, pure culture, even though the land has been previously inoculated.

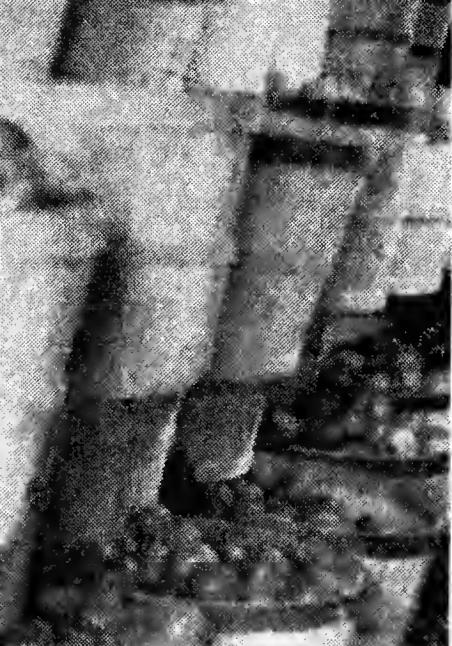
Hoffman's Inoculant is guaranteed to be a pure, live, fresh culture . . . and to produce nodules. Hoffman's Inoculant is prepared by skilled bacteriologists in one of the country's best laboratories. Very easily applied to seed, prepared in humus form.

Below: The right side of this Soy Bean field was sown with inoculated seed. . . . The left side was not. . . . See the difference? Look between the arrows. See the heavier growth on the right?



Above: Young Alfalfa plant carries the precious nitrogen-bearing nodules . . . the result of proper seed inoculation.





Do Your Fields NEED LIME?

Above: Part of the 5,000 bu. apple storage of Bise Bros., in Blair County, Pa. . . . 33-year Hoffman customers, who said: "We always bought Hoffman's Seeds because we felt they were the best from the standpoint of purity. They gave us good yields and no weeds."

ALFALFA, clover and pasture cannot be satisfactorily produced on sour soils. Soil acidity is the most common single cause of the failure of clover and alfalfa to thrive and withstand winter-killing. In fact, most crops do better on soils properly limed. Other crops that fail to thrive on soils which are decidedly sour are soy beans, oats, blue grass, wheat, and sweet potatoes. Some of the crops that will grow on sour soils are tomatoes, corn, buckwheat and rye.

SOUR SOIL

WHEN there is any doubt as to whether your fields need lime, send samples of the soil to your County Agent. Be sure the sample is representative. Take soil from the surface at several points in each field and thoroughly mix and take a sample from this composite mixture. . . . Another way to learn about your soil's lime condition is to use "SOILTEX"—see page 15.

WHEN LIME SHOULD BE APPLIED

LIME is usually best applied just before seeding. On pastures, the best time is either Spring or Fall, but it can be applied any time of the year. For pastures, even if the lime requirements are more than a ton per acre, an application of one ton per acre will usually be sufficient. On pastures the lime needs to cover only a few inches to get to the roots, while in a plowed field the lime gets mixed with much more soil and so is spread much thinner. Therefore, it requires more lime to do the same amount of good.



Farm of Ira Rudy, Fredericksburg, Pa. He said: "Last year I had four cuttings of Northwest Alfalfa from a four-year stand—over 5 tons per acre. Used Hoffman's Seeds ever since I started 12 years ago. I always feel safer with them."



★ ALSIKE and WHITE CLOVERS ★



Hoffman's ALSIKE CLOVER

ALSIKE Clover is very hardy—a "sure-catch." Being small, the seed goes farther. Helps keep down the seed bill.

Does well on wetter, colder soils. Stands more acidity and will grow in locations where other clovers often fail. Many farmers sow alsike with red clover at the rate of 2 or 3 parts of red to one of alsike. This combination often does well where Red Clover alone might not.

Hoffman's Extra Quality Alsike is extra-well cleaned—the choice of the crop. . . . Hoffman's "Economy" Alsike, if in stock, sells for less money. It may contain some Dutch Clover or Timothy, which lowers the test.

WHITE Dutch

THIS spreading variety is the pasture clover mostly used . . . particularly valuable with blue grass, because it supplies valuable nitrogen. White Dutch has high protein value. Stands trampling well. Provides nectar for bees.

KENTISH Wild White

THIS seed produced in England. Different from all other white clovers. . . . Excellent for grazing. Produces extremely thick root system, which provides its rare qualities as a pasture grass. . . . Used with many of the ordinary pasture grasses, helps them produce very much better stands.

LADINO CLOVER

A TALLER-GROWING strain of White Clover. This seed grew on the West Coast. . . . Makes more growth. . . . Hardy. . . . More popular each year. . . . Where there is plenty of soil moisture, Ladino is one of the most productive pastures known. . . . Prefers a rich soil, but in poorer soils responds nicely to phosphate fertilizer.

★ SWEET CLOVER ★

**Hoffman's
SWEET
CLOVER**

THIS clover is very popular as a soil builder, and for temporary pasture on land too poor for the better clovers. It will grow anywhere where the soil is not sour. When cut for hay, it makes but little second growth. Cut it high.

Best pasture comes the second year. Do not plow it down the Spring after it is sown, until it has made a good growth. Produces a good stand on neutral well-drained soil. On poorer lands requires as much lime as alfalfa.

If you need something to help out on pasture, sweet clover may make considerable good grazing after mid-Summer. For this purpose, seed alone early in the Spring on well-drained land that is not sour.

Cows should be turned on second-year sweet clover when it is 6" to 10" high, depending on the soil, the size of the herd, and the acreage. It will sometimes carry 3 cows per acre from May to mid-Summer. Cows must be fenced in until they acquire a taste for it. Keep growth down to about a foot to promote branching and retard seeding.

Give the cows plenty of water and some dry roughage. It is frequently a good plan to sow some Red or Alsike Clover along with the Sweet Clover until you are sure it will thrive. Sweet Clover is many times sown into corn at the last cultivation and pastured the following Summer, instead of putting the corn stubble in oats. It can then be plowed, and the ground put into wheat. This plan will succeed, especially during seasons of ample rainfall.

**INOCULATE
This Seed
IT PAYS!
See Page 10**



★ SWEET CLOVER ★

Shown here is Scott Douglass, of Cambria County, Pa., in his good crop of Sweet Clover grown from Hoffman Quality Seed.



White Blossom

THIS clover is a good soil builder. Makes rather coarse hay. Planted in the Spring, it will give a fine growth by Fall of the same year. White Blossom is a biennial variety (*Melilotus alba*). It lives for two years and then dies.

Planted in the Spring or Fall of one year, it will live until mid-Summer of the following year. Let it go to seed and it will reseed itself and last for years. Used by many farmers to prepare the soil for later sowing of alfalfa.

Yellow Blossom

YELLOW-FLOWERING biennial Sweet Clover (*Melilotus officinalis*). It grows 2 to 2½ to 3 feet the first year, 4 to 5 feet the second year. Does not make as much growth as White Blossom, but has finer stems, nearly as fine as alfalfa. Therefore preferred for hay or pasture.

Grundy County

AN EARLY dwarf strain of the biennial White Blossom Sweet Clover. Matures 2 weeks earlier. Has finer stems. Makes finer hay. Grows palatable feed. Not as tall.

“SOILTEX” TESTS SOIL for Lime

USE enough lime. Most crops benefit by it. Lime corrects acidity, sets free plant food, improves texture of the soil.

SOILTEX is quick, easy, accurate. Tells in a few minutes if soil is acid, and how much lime it needs. Each outfit, \$1.00 (postpaid), makes 75 to 100 tests. Full directions and lime table included. Costs about 1 cent per test.



★ Crimson Clover—Lespedeza ★

CRIMSON CLOVER

**INOCULATE
This Seed
IT PAYS!
See Page 10**

KOREAN LESPEDEZA

VALUABLE legume for soil improvement or as a cover crop. Likely to Winter-kill in the North. Will grow on poorer land than Red Clover, and add much fertility to the soil. Gathers great nodules of nitrogen-fixing bacteria at its roots.

Best suited for sections south of Pennsylvania, but has been successful in lower Pennsylvania, Ohio, and New Jersey. Seeded from June 15th to late August. Not sown in the Spring. Matures in June. Often broadcast in corn fields at last cultivation. Sow 20 pounds per acre. Be sure to inoculate the seed.

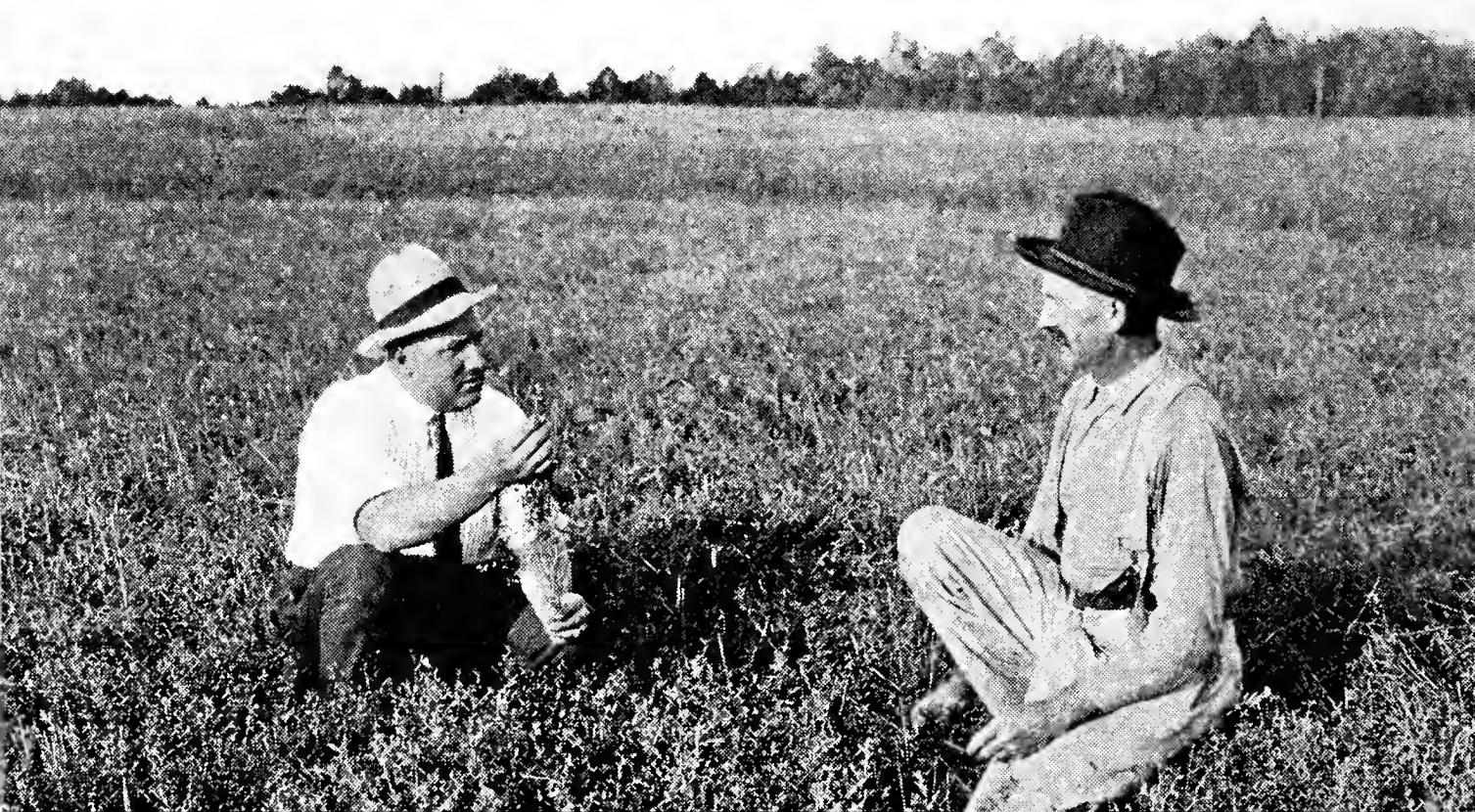
Most failures with Crimson are due to not covering the seed properly, thin sowing, poor seed, lack of inoculation. In a careful farmer's hands Crimson Clover is very good.



LESPEDEZA is widely used from Maryland South on lands too poor for other clovers. It is an annual, killed by the first frost.

Not so good a hay crop for the Northern sections. In sections further South, it reseeds itself.

Korean Lespedeza makes from 1 to 4 tons of hay per acre in the South. Easy to cure. A great drought resister —also a legume, storing nitrogen in its roots. Be sure to inoculate this seed. Sow 20 to 25 lbs. seed per acre.



★ Timothy—Alsike and Timothy ★



Hoffman's TIMOTHY SEED

TIMOTHY Seed is always timothy seed . . . but by no means is it always *good* timothy seed. What a difference there is when you get down to real close inspection!

Here is Hoffman's "Farmers' Choice" Brand of Timothy Seed; seed that pays for itself in the extra crop it makes for you. It is the cleanest, soundest, plumpest, most vigorous seed made on the crop. Its tests for purity for over thirty years show right around the 99¾ per cent mark. Always free from noxious weeds. Always of sound germination. Always quoted at prices that compare very favorably with seed of just ordinary quality. No need to discuss the uses of Timothy here—you know them. But let us urge you to sow Hoffman's Timothy Seed this year. It will pay you!

"The Clover which I purchased from you last Spring and seeded in my Oats is the best stand of Clover I have ever had. So very even over 15 acres. This seed was inoculated with Hoffman's inoculant."—*Carl N. Maines, Newton, N. J.*

ALSIKE and TIMOTHY (mixed)

POPULAR BLEND FOR MAKING HAY

THESE two grasses make wonderful partners. They seem well suited to each other. They thrive well in lower locations—ground that is not at all suited to many other grasses. They ripen close together. Make very desirable hay.

The Alsike content of this popular mixture is usually right around 20 per cent. It is good full-bodied, plump seed—not the common under-run seed that sells at much lower prices. This combination is offered at a price that does save you a little money. It is free from noxious weeds. Sound germination, too. See Price List.

★ "ECONOMICAL MIXTURE" ★



Hoffman's HERE IS A GOOD SEED COMBINATION FOR HAY:

**"Economical
Mixture"**

$\frac{1}{2}$ Red Clover
 $\frac{1}{4}$ Alsike Clover
 $\frac{1}{4}$ Timothy

THE proportions mentioned above may vary slightly at times, but on the average they are correct. Many hundreds of bushels of this popular mixture are sold every season. It does save its buyer a little money—hence the name "Economical."

"Economical Mixture" is a very proper one for either hay, pasture, or soil improvement. It is made mostly from lots of mixed clover and timothy—seeds produced in this mixed condition. Hence costs less money than otherwise. All lots are tested for freedom from foul weed seeds. To vary proportions shown above, there may be at times a little alfalfa, or perhaps a very little sweet clover or other crop seeds present in this seed. It's always thoroughly mixed. Seed of desirable quality, and offered at a saving.

IMPROVE YOUR PASTURE

The most practical application for general conditions is one ton of limestone and 400 or 500 pounds of Superphosphate per acre. The lime can be applied in the Fall or early Winter, but Spring applications are very satisfactory. Early Spring application of the Superphosphate is a favorable time, but it too can be applied in the Fall. If applied in the early Fall it will produce a good strong root and stem development. This will enable the plants to Winter over in much better condition and result in a vigorous growth, early in the Spring. A fairly liberal application of SUPER-PHOSPHATE and LIME will show results on pasture for 4 or 5 years. Repeating the treatment every few years will prove even more profitable.

★ A L F A L F A ★



ALFALFA SEED of good quality is scarce this year. For that reason, be very careful to avoid low-priced seed. You can't afford to take chances on such an important crop as your alfalfa. You can depend on the seed here offered! The quality is the very best to be had! And prices are reasonable and fair. Be sure to ORDER EARLY!

**INOCULATE
This Seed
IT PAYS!
See Page 10**

Hoffman's "NORTHWEST" ALFALFA SEED

(U. S. Government Verified Origin Seed)

TAKE a drive through most any county in Pennsylvania, where alfalfa is grown on a large scale . . . keep on the watch for good, clean, thrifty-looking fields of alfalfa . . . and if you would ask their owners about the seed they sowed on those fields . . . you would soon learn a lot about Hoffman's "Northwest" Alfalfa. Because thousands of eastern alfalfa growers now depend on this strain. And they're glad to talk about it! They're making money out of it!

A 58-acre seeding yielded $4\frac{1}{4}$ tons of good, clean hay to the acre for H. A. Alger, of Dauphin County, Pa. . . . Edgar Hinkle, of Annville, Pa., reported that he got 65 tons of hay from his 12 acres!

Below (right) is Jerry Bausher, of Hamburg, Pa., in his 9-year-old stand of Hoffman "Northwest" Alfalfa. . . . Bausher Bros. conduct a large and growing dairy business, along with their successful operation of over 700 acres of good Berks County soil. . . . Firm believers in Quality Seed—and many-year users of Hoffman's.



★ A L F A L F A ★

Hoffman's

"Northwest"
Alfalfa Seed

(Continued)

This genuine Hoffman "Northwest" Seed comes from the sections that produce the hardiest, most prolific alfalfas—mostly from Idaho, Utah, Montana and the northern Rocky Mountain States. It is the surest to catch, most vigorous, hardiest alfalfa seed to be had—is able to endure as severe conditions as can be expected of any alfalfa. . . . Then—you get specially cleaned seed . . . tested . . . free from noxious weeds . . . and also tested for sound growth. . . . Furthermore, a tag comes on each bag you get, showing the State where the seed was grown. There can be no deception—you can know absolutely!

Certainly there is lower-priced seed . . . lots of it! But there isn't better seed than Hoffman's "Northwest" Alfalfa. And really this splendid Hoffman seed costs you so little, if any, more than other seed you might buy—that it figures at most, only a few extra cents per acre to buy it. . . . And when the crop comes along, your investment will be returned to you many times over. . . . That's just exactly what so many other people have found—why not you? Sow Hoffman's "Northwest" Alfalfa this year—you will be well repaid.



KANSAS ALFALFA SEED

(U. S. Government Verified Origin Seed)

Sons of Harry Aldinger, Elizabethtown, Pa., shown in their Dad's good stand of alfalfa—the product of Hoffman's Quality Seed.



MANY folks prefer this seed, especially in Southeastern Pennsylvania and in the South. Some say that Alfalfa from Kansas is harder than other varieties, because of the freezing and thawing conditions under which Alfalfa plants must live there and produce seed.

No good can come from ever-so-well-prepared seed-beds, inoculated soils, etc., when poor Alfalfa, or seed of doubtful origin, is sown. The poorest economy is to save a dollar or two on the cost price of Alfalfa Seed, when real, first-class, dependable seed costs just a few extra cents per acre!

★ A L F A L F A ★

Shown here is B. F. Sheesley, near Harrisburg, Pa., harvesting many big loads of Alfalfa. One of the heaviest crops in the county. He always uses Hoffman's "Northwest" Alfalfa.



★

(U. S. Government Verified Origin Seed)

"GRIMM" ALFALFA

CERTAIN varieties of Alfalfa will produce better crops than others in Northern sections. Of these outstanding varieties there is none better known than "Grimm." It will withstand wide extremes of unfavorable weather conditions and will winter through seasons that are likely to kill off many other varieties of Alfalfa.

"Grimm" is the name given many years ago to this strain of Alfalfa. It has been known to withstand extremes of unfavorable weather conditions better than other alfalfas growing alongside. It will be widely used again this year, because of its fine success heretofore. It comes direct from the sections growing it, and is certified by its growers under affidavit to be the true "Grimm" strain.

The roots of the genuine "Grimm" are often curiously formed. Very often they branch out—sometimes they grow out very much like the roots of the regular Alfalfa. The crowns are set low. This protects the part of the plant that needs most protection. You get full value for your money with Hoffman's "Grimm" Seed.

If you are located on a high land, or in the northern tier of counties, you can make no mistake by sowing Hoffman's "Grimm." Be sure, however, that your seed bed is well prepared and that your soil has plenty of lime.

**INOCULATE
This Seed
IT PAYS!
See Page 10**

★ A L F A L F A ★

**INOCULATE
This Seed
IT PAYS!
See Page 10**

"CERTIFIED" GRIMM ALFALFA

CERTIFIED and sealed under the direct supervision of the State authorities. Every bag of this seed is sealed at the threshing machine and is checked and resealed through all cleaning operations by the deputies of the State Department. A tag comes on each bag—giving all the details of certification. As with most everything else—there are many grades of "Certified" Grimm Alfalfa. Buy Hoffman's tested seed.

IMPROVE MANURE? YES!

Manure is deficient in phosphoric acid and should always have an addition of Superphosphate. Fifty pounds added to the average farmload of manure will balance it.

Another practical approach is to use one pound of 16 per cent or 20 per cent Superphosphate per animal per day and apply it to the manure in the barn. It is satisfactory to use in that proportion, either daily or twice a week. The Superphosphate helps to prevent the escape of the ammonia.

FRENCH PROVENCE ALFALFA

ALTHOUGH new on the Hoffman list, this strain has been sown in America for many years. Government tests in many sections of the United States have shown it to be but slightly less Winter-hardy than the Kansas (U. S.) seed. Kansas seed has been very dependable. For use in lower Pennsylvania and States south, this French Provence Seed is now offered at a big saving in cost. One Pennsylvania State test of some 15 years ago showed French Provence Alfalfa yielding about 80 per cent of the check-strain grown alongside.

For cleanliness and freedom from foul weeds, this seed is strictly top-grade. Tests over 99 per cent pure alfalfa, plus a small percentage of red clover. The price is right! The quality is recommended as stated above. By Government regulation this seed is stained 1 per cent green.



★ A L F A L F A ★



Alfalfa hay grown from Hoffman's Seed on the farm of Paul Kurtz,
Myerstown, Pa. This is a five-year stand.

(Grown in Canada)

"Canadian Variegated" ALFALFA

THIS strain of Alfalfa has been grown successfully in Ontario for fifty years. Noted for its hardiness. It has proven itself to be very resistant to cold in New York, Ohio, the New England States, and upper Pennsylvania. Tests made over a wide range of soil and climatic conditions showed the "Canadian Variegated" strain practically equal to Grimm in hardiness and production. This Alfalfa is worthy of your trial. Quality of seed is good. Like in everything else—you can buy this so-called strain at a lower price, but here is the genuine seed, recommended for your use, and offered at a fair price. See Price List.

BETTER-PAYING HAY CROPS

Clover is the most widely used hay crop. Alfalfa, where it can be grown, is steadily gaining. Both are high in protein. Alfalfa leaves carry about 20 to 22 per cent protein.

If alfalfa has not been grown, use several applications of lime over a period of years. In this way the clovers can be used with good results, and a little alfalfa added to each new seeding.

Alfalfa and clover do a much better job of taking nitrogen from the air and feeding the soil when the seed is inoculated. The combination of alfalfa, clover and a small amount of timothy makes for easier-drying hay.

The heavier the soil, the more timothy should go with the alfalfa and clover. Alsike clover in this case is better than other clovers, for it stands more acidity, also more dampness.

Alfalfa has the deepest root system of any of the legumes. Lasts for a longer period of years than clover, and is better for choking out weeds.

★ O A T S ★



Hoffman's SEED OATS

What a satisfaction it is to ride the binder—when there's a real crop of oats going through it!

One big step toward a real oats crop is real seed! Same work . . . same soil preparation . . . but GOOD SEED . . . and there you have the difference between ordinary oat crops and extra good ones! The right seed certainly pays! Here are several good, proven varieties of good seed oats.

"SHADELAND VICTORY" (Certified) (Popular Heavy-Yielder)

A LEADING variety. Fine bright heavy seed—and for many years has proven its ability as an extra-heavy yielder. A great many splendid reports have come in from users about the extra-good yields "Shadeland Victory" has made for them. It is truly a leader in yield, weight of grain, style of berry, and feeding value.

"Shadeland Victory" is an oats of extra merit. Among the first varieties to be ready for the binder. Makes stalks of good length. One special trait of this oats is its ability to stand up well—the straw is stiff. And our patrons want this in any oats they farm. "Shadeland Victory" is one of the heaviest yielding oats grown. Splendid records have been made right along. Between 90 and 95 bushels per acre in several cases.

"CERESAN"
(page 58)
Will Help to
INCREASE
your
OAT CROP

★ O A T S ★

"SHADELAND VICTORY" (Continued)

Roy Kaylor, Elizabethtown, Pa., threshed 79 bushels per acre from his Hoffman "Shadeland Victory" Oats, while his other field sown to his own oats averaged 59 bushels per acre . . . a clear-cut gain of 20 bushels fine oats to the acre.

"Shadeland Victory" grains are beautiful—heavy, large, plump, and white. When the hull is removed, you will find the kernel inside to be extra large and heavy. This makes for an oats of greatest feeding value.

Any investment you make in "Shadeland Victory"—and we urge you strongly to sow it—will surely return you a fine profit.

"The Shadeland Victory Oats certainly did make me a fine yield. Straw stood up well and produced a marvelous crop. I am pleased to recommend it to others."—*S. J. Mullendore, Rohrersville, Md.*



"MARKTON" OATS

(Great Smut-Resister)

HERE is a newcomer to the Hoffman list. Though not at all a new variety. Records dating back to 1914, show one 10-year average yield of 11 per cent more bushels per acre than that of the Swedish Select Oats.

Longest grains you ever saw! Unlike any other oats. Kernels are yellowish-white, long, slender, with a thin hull. Markton stands erect—stalks are of medium length—a mid-season ripener. Has proven especially free from trouble by covered smut, when other oats were badly damaged. Years ago Markton earned the distinction of being immune from smut. We dislike making so strong a claim, but feel it will withstand smut attacks to a remarkable degree.

This Markton Seed came direct from the growers in the famous Shadeland Valleys of the Northwest. The home of the famous Shadeland varieties, Victory, Climax and Eclipse. Great numbers of Hoffman patrons have gotten extra big oats crops from those varieties. We believe this Markton Seed will prove equally surprising and profitable to its users hereabouts. Try some of this Markton Oats—be the first in your community to have it—grow yourself a profitable crop of good oats of extra high feeding value.



★ O A T S ★

RATE OF OATS SEEDING

Below: Well pleased with his Hoffman "Victory" Oats—was M. S. Kistler, of Lehigh County, Pa.

Given a good seed bed and a productive soil, $2\frac{3}{4}$ to 3 bushels of Oats by weight are sufficient to seed an acre of any ordinary variety if drilled. On thin land slightly heavier seeding is advisable. Small kernel varieties need not be sown heavily.

Hand seeding is wasteful. Drill seeding is uniform as to depth. Sow one-half to one inch deep, in moist soils—deeper in dry soils.

Sow early, very early, just as early as the ground can be prepared. Nothing gained sowing early on ground not properly prepared.



"SHADELAND CLIMAX" (Certified)

THIS great oats has made a lot of friends among Hoffman patrons. Sown by them for past 21 years. Some customer reports read:

"Your 'Shadeland Climax' Oats were the best oats grown in this section and recognized as such by everyone." "'Climax' Oats are certainly a good kind of oats." "I raised my best-ever crop of oats from 'Shadeland Climax.'" That's why year after year orders for "Shadeland Climax" are repeated. It is one of the heaviest yielding tree oats. Even on big acreages it has shown yields of 93 bushels per acre and on smaller acreages it has yielded more than 100 bushels per acre. Year by year it makes new friends. "Shadeland Climax" is a sprangle or tree oats, large in the berry, often showing three grains to a spikelet. The hull is thin and the hulled berry is one of the largest and finest you ever saw. Ripens early—very early—ahead of the other oats produced where it is grown. Has a stiff straw that does stand up very well. Order early!



"Last year I bought your Shadeland Climax Oats. I want to tell you I raised the best Oats I ever raised in all my life."—Matthew Graham, Basin, W. Va.

"A record yield with your Shadeland Oats—87 bushels per acre."—M. K. Ward, Jarrettsville, Md.



★ O A T S ★



"SWEDISH SELECT" SEED OATS

HERE is a dependable oats. More bushels of it have been sown by Hoffmann customers than of any other variety. Costs but a moderate sum. Is early, grows a stiff straw that prevents lodging. Is a branching or tree-type variety. A 10-year average yield at Wisconsin Experiment Station showed it $8\frac{1}{2}$ bushels per acre greater than other oats tried.

"Swedish Select" grows a good root system, and this fact helps it over many a trying weather period, that has often been fatal to other oats. "Swedish Select" is grown with success in almost every section. Farmers who want a branching variety of a good, proven, reliable kind, won't go wrong in picking "Swedish Select"—regardless of their acreage. The quality of this seed is very nice this year. Bright, heavy, plump, and sound. Well cleaned and free from weeds. Judging by its many years of continued success, it is bound to give a good account of itself for you. See Price List.



FERTILIZER

Quantity and formula to use depend on various factors. Consult your county agent and your local fertilizer man.

Nitrogen produces rapid growth and shows its presence in the form of dark green stalks and leaves. Too much nitrogen may delay maturity and increases the danger of lodging, particularly in grains.

Phosphoric acid is very good for root development. It also promotes early and uniform maturity. It is active in the formation of the grain itself.

Potash also aids in the formation of tubers, grain and seeds. It helps the strengthening of the stalk.

★ O A T S ★

"SHADELAND ECLIPSE" OATS

(Certified)

("Side" or "Horse-Mane" Type)

THERE are always more people wanting this variety than our stocks can supply. Please don't wait to order "Shadeland Eclipse." We don't like to disappoint anybody by being sold out.

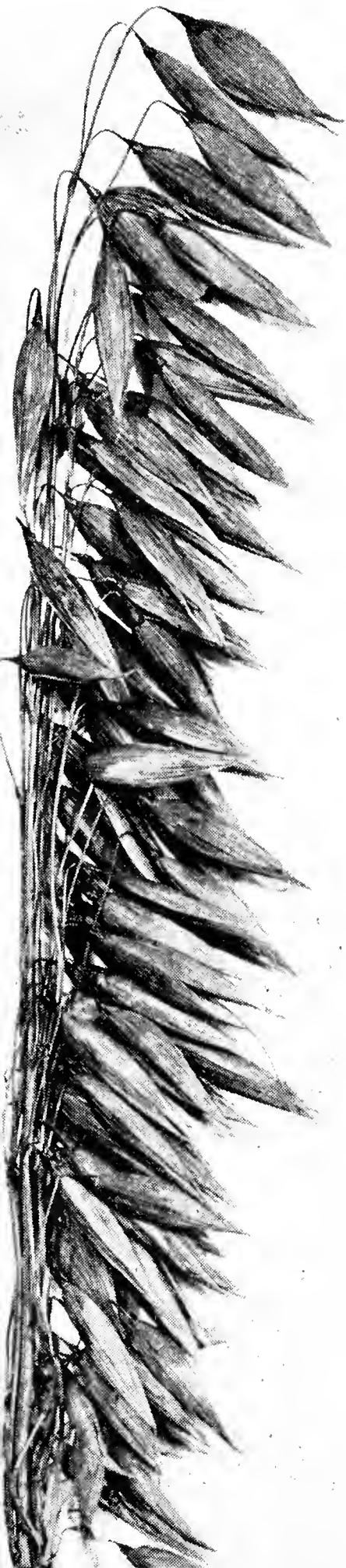
If you like to grow a side-type oats you certainly can't help but like this one.

"Shadeland Eclipse" has been living up to its name, by eclipsing its competitors. Out in its home country, Oregon, it has made the amazing record in $126\frac{1}{2}$ bushels-per-acre yield, on a 14-acre field. Certainly such yields could not be again expected of any oats. But 90 to 95-bushel yields have been made and the 100-bushel mark passed some other times.

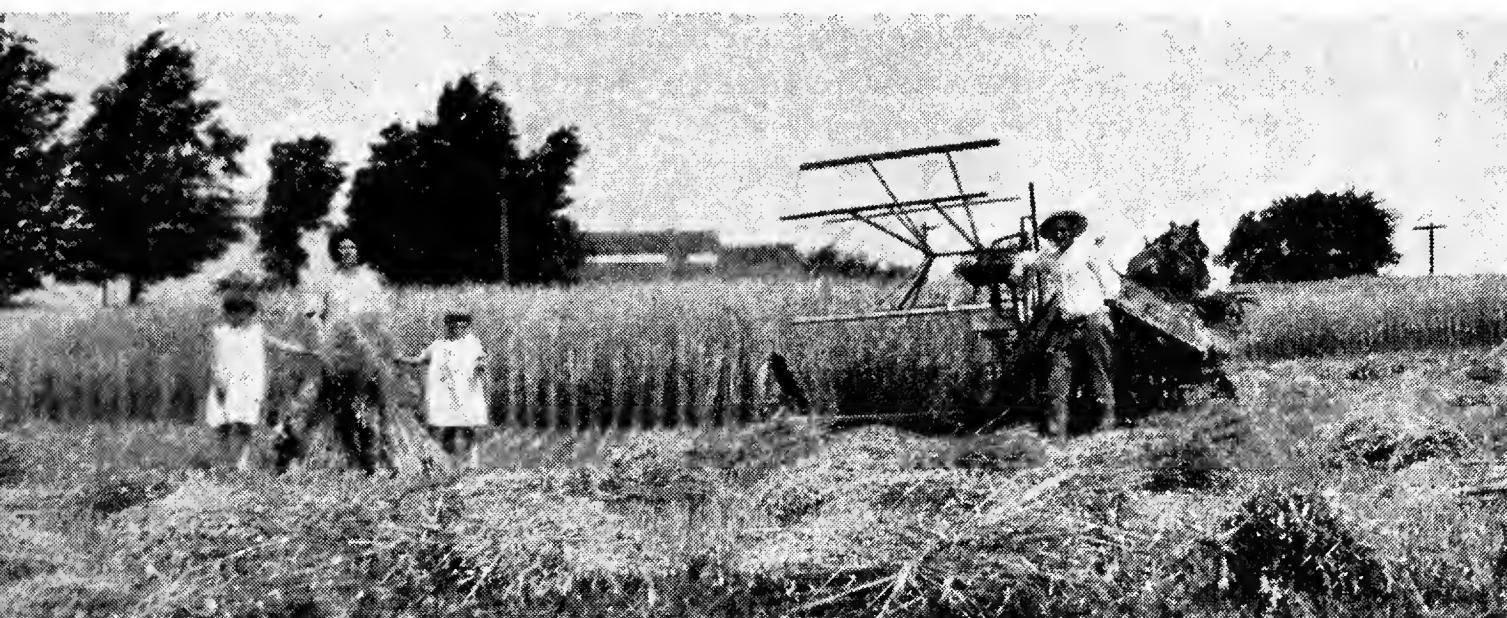
This year's seed is extra heavy, white, plump. Is free from any great admixture of other varieties, and is clean of foul weeds. "Shadeland Eclipse" grows vigorously—is early. Heads grow large, very large, and fill uniformly. Heavy grain with thin hull. Straw grows to good length, and stands up well.



E. B. Wright, Forksville, Sullivan County, Pa., made this report: "I always liked Hoffman's clean Seeds. They are the cleanest you can buy. I always get good crops." He has used Hoffman's Seeds for about 25 years.



★ O A T S ★



Above: A fine oats crop grown in Monroe County, N. Y., from Hoffman Seed, by W. H. Jostmeier.

"PEERLESS" SEED OATS

HERE is an oats for those who want something at a figure only a little above cost of feed oats. Very pleasing reports have come from users.

"Peerless" is a branching or tree oats—not the very earliest, but considered as an early sort. Ripens in mid-season. Our stocks are well cleaned and sound—free of weeds—strong in germination.

"SILVER MINE" SEED OATS

AN OLD stand-by. Early, hardy and prolific. Mix with Canada Peas for early crop of green feed. If you feed oats in the sheaf (straw included) you will like "Silver Mine" because of its soft hull, large grains and clean straw. Heads are of the tree or "Sprangle" type, growing long and starting low down on the stalk.



ATTRACTIVE LAWNS

Have you a nice-looking lawn?

Order Hoffman's High Quality Lawn Seed for it.

Fertilize with fast-acting materials in early Fall.

Fertilize with slow-acting materials in the Spring.

Most lawns need lime badly every few years.

Apply 25 lbs. ground limestone per 1,000 sq. ft.

No particular time of year but Spring or Fall is best.

Some complete fertilizer is usually necessary.

Each 1,000 sq. ft. should have 25 to 40 lbs.

Every Fall application produces strong roots and stems.

Develops quick healthy growth in the Spring.

★ C A N A D A P E A S ★

**Hoffman's
CANADA
PEAS**

A SPLENDID crop for early green feed. Plant just as soon as the frost is out of the ground. Grows quickly. Popular way is to plant Canada Peas with an early oats— $1\frac{1}{4}$ bushels of each per acre. Most folks sow each separately. The Peas should be drilled first 3 to $3\frac{1}{2}$ inches deep. Then the oats $1\frac{1}{2}$ to 2 inches deep. If Peas are planted alone $2\frac{1}{2}$ bushels are required. Planting with oats supports the vines, makes the crop more palatable, more accessible.

For use in hog runs, a bushel of Canada Peas, a bushel of oats, 3 or 4 pounds of rape seed and 7 to 10 pounds of sweet clover or alfalfa will cover an acre. Sow early in the Spring and the pigs can start on it when the plants are 9 or 10 inches high.

Canada Peas make an abundant pasture for hogs, sheep and cattle. Yet trampling of stock destroys much of the crop. Some folks let the growth become tall, then mow and feed it green or make into hay. Cutting should take place when oats is comparatively green and the peas have begun to form pods. After this cutting a new growth will appear.

**INOCULATE
This Seed
IT PAYS!
See Page 10**

The Canada Pea part of the hay is rich in protein. There is no other method of producing so quickly a growth of such valuable green feed in the forepart of the Summer as Canada Peas and Oats.



FACTS ABOUT SEED INOCULATION

Inoculate! We cannot impress upon you too strongly the importance of using inoculant. You should use it with every legume. It is not difficult nor expensive to apply. It makes a profit for you.

Inoculate! Experimental results show clearly that even if Clover has been grown successfully for fifteen years and inoculated every time it was seeded, there will be an increase in yield to much more than pay for the inoculation. This, of course, holds true for Alfalfa, or any other legume.

INOCULATION supplies new bacteria. It helps invigorate those already in the soil. It will help to build up your soil. You will get a crop higher in nitrogen, consequently higher in protein. When you feed this crop to stock you require less of the high protein feeds. Your feed bills are expensive because of the high protein you must buy.

Inoculate! Don't hesitate to apply inoculation even when seed is broadcast on the fields in the Spring. Choose a cloudy day. Use inoculated seed immediately after seed is actually inoculated. Give your crops a better opportunity to make additional profits for you. For details see page 10.

★ A N I N V I T A T I O N ★

Come to See Us

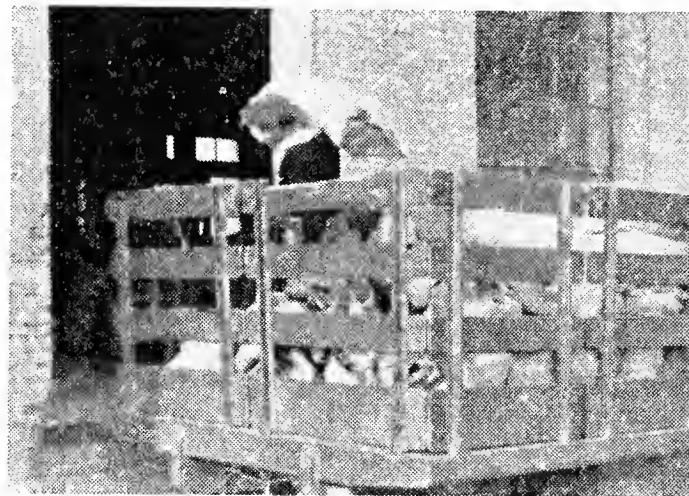
ANY time you can arrange to do so, please stop in. We are glad to meet our friends—and will cheerfully show them around the plant. These pictures suggest a few things you may see when you call . . . but there are many others you will find much more interesting. . . . Consult the road map—page 69.



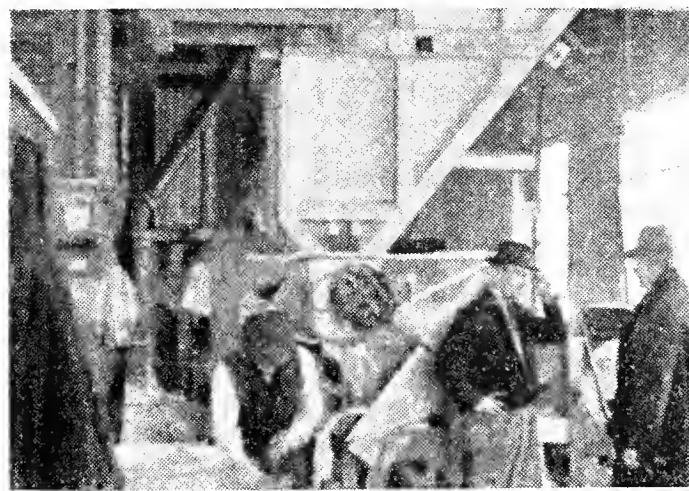
Hand-selected ears of corn—ready for the drying process—to insure you of good, sound, heavy-cropping Seed Corn.



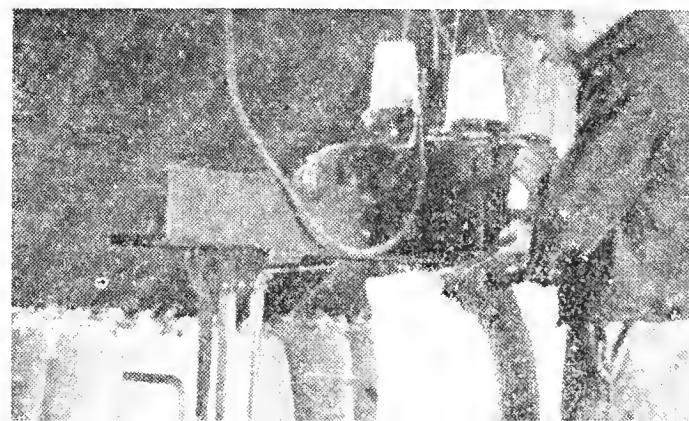
Hundreds of thousands of bushels of Hoffman's Seeds have gone through these storage bins—then into bags, such as here shown, for shipment to users throughout eastern United States.



Seeds—throughout the whole year . . . received by truck and train for cleaning and storage—awaiting the time they will be used on your farm.



A corner in one of our seed-cleaning rooms. Many of our friends have enjoyed what they saw these machines doing. So would you.



★ P A S T U R E ★

Hoffman's GRASSES

A GOOD pasture will make money for you. . . . And one step toward getting a good pasture, is to sow good seed. . . . Such is here offered you. Tested seed of many varieties—grasses that are known to best serve Eastern farmers. For quotations see Price List, mailed with this catalog.



Kentucky Blue Grass

THIS is America's best-known cultivated pasture grass. It will grow in most locations in the Eastern and Northern States, but prefers a sweet soil, and for best production should have an application of phosphate before sowing. It is a slow grower.

One of the hardiest perennial grasses. It spreads by means of its running rootlets and it does especially well in limestone soils. It is a low-growing grass compared to some others. It rarely exceeds two feet. Sow other varieties with Kentucky Blue if you want a pasture plot quickly. Sow about 40 pounds per acre. 14 lbs. to the bushel.

Red Top

THE grass that grows under almost all conditions—will grow on wet land. Thrives on sour soils. Resists drought. Is a fast and vigorous grower. Sow in Spring or Fall. Plant Red Top and it will soon spread and supplant other grasses. In certain sections of New England, Red Top is the principal Hay plant sown. Good for pasture mixtures, being a fast, sure, steady grower. Sow 10 to 12 pounds per acre. 32 lbs. is sold as a bushel.

Canada Blue Grass

SIMILAR to Kentucky Blue. A shorter, more wiry, coarser and faster-growing grass. Will grow where Kentucky will not. Sow this on your mountainous country and rocky soil. Makes somewhat less feed per acre. 14 lbs. per bushel.



★ P A S T U R E ★

English Rye Grass

SOMETIMES called Perennial Rye. For good, quick, rich grazing. Can be cropped close. Grows on any soil—not too wet. Relished by all livestock. Sow Spring or Fall—40 to 50 pounds per acre. 24 lbs. per bushel.

Reed Canary Grass

REED CANARY GRASS. Its long life, long grazing season and the large quantity of palatable foliage, make it a valuable pasture grass. Does best where climate is moist and cool, although is grown over a wide area. Makes its best growth on fertile, moist or swampy soils. Grows well on loams and clays of good fertility.

Reed Canary Grass is a coarse perennial, 2 to 6 feet tall. Leafy stems. Leaves broad, smooth and light green. Sow early in Spring, 6 to 10 pounds seed per acre. Big yields of hay often result. Where limited pasturing is practiced, 2 cuttings a year are sometimes possible.

Native Rye Grass

Is SURE and speedy grower. Plant every Spring. Will not live over Winter. Heavy growth. 24 pounds per bushel.

Meadow Fescue

OFTEN called English Blue. It is not like the Kentucky Blue, however. Grows anywhere but does better on low, damp locations. Comes early—lasts through the season. Stands dry or freezing weather. A hardy grass. Grows 2 to 3 feet high. Fine for meadows. Sow 40 pounds per acre. 24 lbs. per bushel.

Tall Meadow Oat Grass

A WONDERFUL grass for poor soils. Grows tall, rank and fast. Lasts for years. A hardy deep-rooted grass that stands drought and cold. Sow 2 to 3 bushels per acre. 14 lbs. per bushel.

Orchard Grass

THIS is a hardy, tall, leafy, nourishing grass. Because it is not as palatable as some of the other grasses, it is of more importance in the pasture than being grown as hay. It grows well anywhere . . . on any soil . . . in any location. Stands drought well. It is one of the earliest Spring grasses that lasts well into the Fall. It stands close cropping and grows in tufts or bunches. Will last for years. Many farmers find it better to grow Orchard Grass alone than in mixtures. Sow 30 pounds per acre. 14 lbs. per bushel.

Bromus Inermis

A HARDY perennial. Best on rich soils. Sow any time. Roots deeply. Stands drought and cold. A coarse pasture grass. Sow 2 to 3 bushels per acre. 14 lbs. per bushel.

★ P A S T U R E ★

PASTURE MANAGEMENT

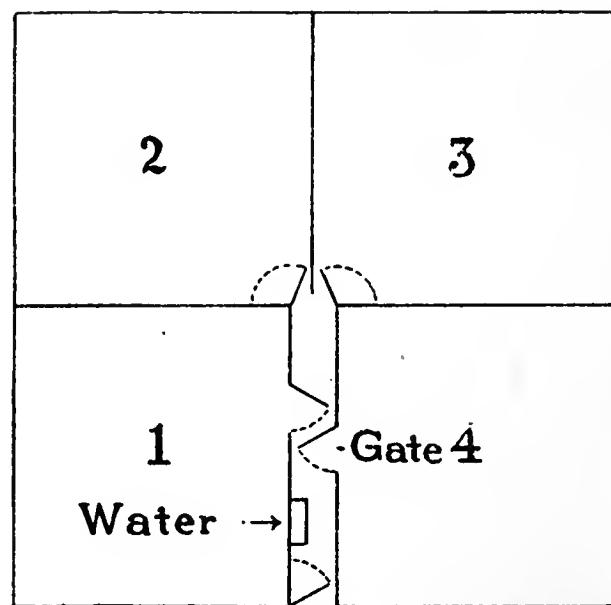
GOOD pastures are the keystone of the dairy business. There is no more important problem to a dairyman than proper management of his pasture.

Below is a diagram showing an effective plan, used by many successful dairymen. To operate it, have the four plots located close to the barn as possible. One lane can serve all plots. The gate to any one plot will allow access to water, and the cows can be driven to and from the pasture with minimum work.

Two factors are important in making and keeping good pastures. Proper fertilization, and the right quality seed mixture. It is impossible to here suggest the right answers for all sections, because individual soil needs and conditions are so different. Consult your County Agent for the right advice on both these points—the right fertilizer, and the proper seed combinations for you.

Alternate your use of the plots. If they get ahead of the cows, it is best to mow the grass. During extra-dry spells, the cattle may have to leave all the plots for a time. Mowing each plot two or three times a year will aid in weed elimination and help improve the stand of grass. Dragging with a harrow to spread the droppings will prevent the pollution or spotting of the pastures to a large extent.

Hoffman's grass seeds have made thousands of successful pastures. You can depend on them. Good seed is of utmost importance—never take chances on cheap seed. Sow Hoffman's Seeds and follow your County Agent's advice.



★ P A S T U R E ★



Hoffman's **Permanent Hay and Pasture Mixture**

HERE'S how you can make money on your idle land—land that you cannot farm, because it is too rocky, too steep, too small or too wet. Put that land to work for you. Do as thousands of other successful farmers have done. Sow this mixture of selected Pasture Grasses that will produce Hay or Pasture, for many years to come, on your land that is not suited for general farming.

Get either of these two mixtures. The Highland Mixture for well-drained, hilly land, and the Lowland Mixture, for low, wet land, meadows, etc. This mixture is made up of carefully selected grasses, blended in their proper proportions. This mixture contains the Blue Grasses, Herds Grass or Red Top, Rye Grasses and Fescues, other permanent grasses, some Timothy and a proper proportion of the Clovers—thus making up a well-balanced mixture produced under the direction of the highest authorities and verified by our own practical experience. Plant either Spring or Fall. Sow about one bushel—32 pounds to the acre.



"The best crop of Corn raised on my farm was in 1937, grown from Hoffman's Improved Leaming Seed."—John J. Park,
Mountaintown, N. J.

Hoffman's FARM SEEDS and THE NEXT FORTY YEARS?

THIS catalog relates experiences of the *past*—as stated by many Hoffman Seed users. Note their pictures on this and other pages.

Then, too, it gives you the plain facts about many varieties of good seeds. And offers them for your own use during the *present* year. Its statements about the *future* follow below.

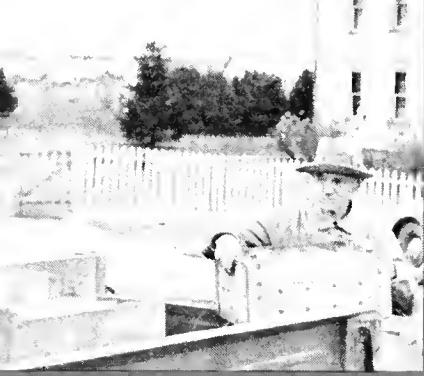
Farmers will always need seeds—because crops “don’t just happen.” Seed must be sown. And good seed, for good crops!

So long as any of us have anything to do with the destiny of Hoffman Seeds—we who have sort of “grown up” along with them—just that long will the same policy of past years guide us in the future. . . . Namely, the handling of nothing but GOOD SEEDS. As the Hoffman trade-mark says—seeds that are CLEAN, HARDY, TESTED, SOUND!

Our friends of the past, present and future can feel assured of the sincerity of that pledge. This is one kind of business that can be successfully managed on no other basis!



Circle at top shows the Hoffman Homestead Farm where our business started in 1899. . . . The other circles show our plant in 1938--located here in Landisville, Pa.



W. T. Hoffman, Sr., in his early days, was a boy in Washington, D. C., and he used to go to the Hoffman Seed Store there. He used to buy Hoffman Seeds, and he always said, "I want to have my own farm some day." Never did any one tell him that there would ever be such a thing as a Hoffman Seed Company. Now he is in New York.

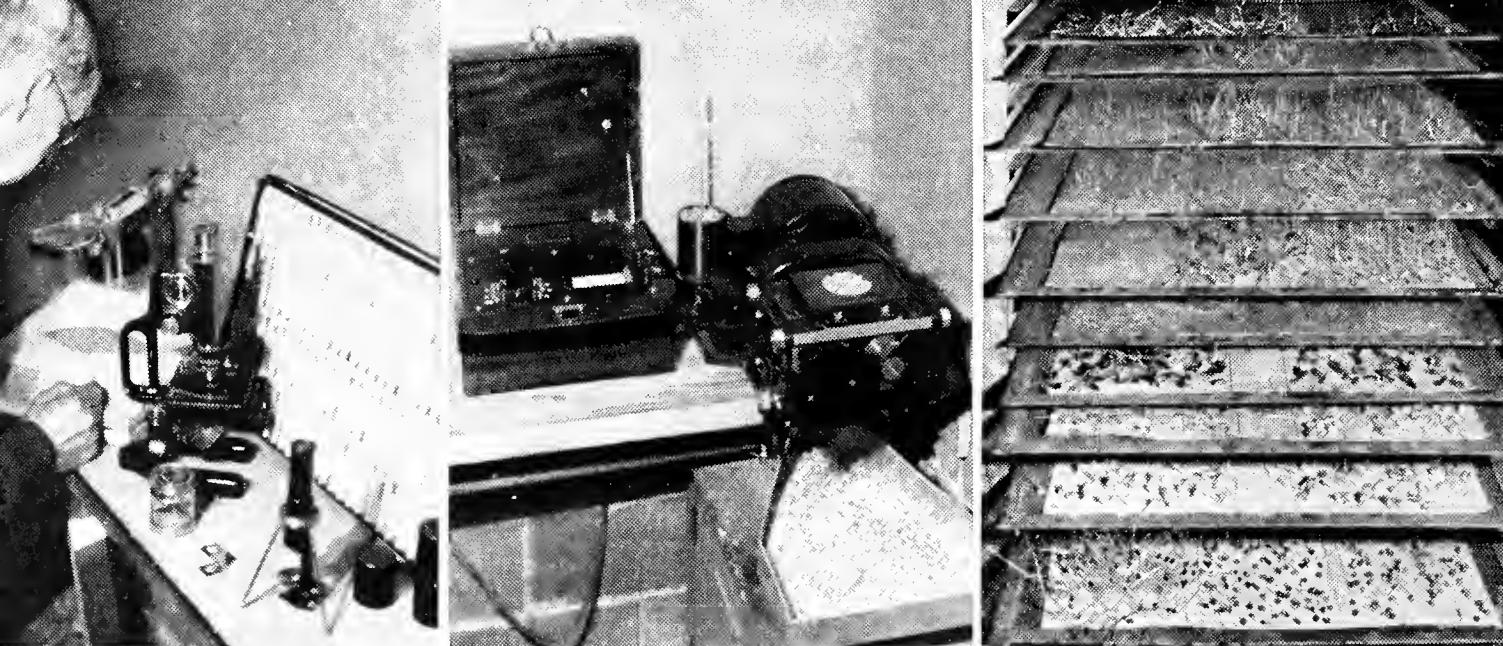


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Below & Heisey Elizabeth Ann, Pennsylvania, picture of them on their farm. They handle 30 dairy cows and about 40 head of stock. They make this statement: "We have been raising just meat for over 20 years and had good success with Hoffman's Seeds. We buy them every year, we know they're good."



THE FACTS MUST BE KNOWN!

ABOVE are shown three mighty valuable pieces of Hoffman equipment. First, the microscope and magnifiers see for Hoffman patrons what the human eye cannot detect. The sensitive moisture tester in the center quickly tells when Hoffman's Seed Corn is properly dried, and its germ-preserving quality thus insured. Last, the electric germinator. Here the story is told as to just how the seed grows.



ORCHARD IMPROVEMENT

ALFALFA, Sweet Clover, Soy Beans, Red Clover, Vetch and Alsike can be used to good advantage in improving orchard soils.

Some of the non-legumes in most common use are the Millets, Sudan Grass, Buckwheat, Blue Grass, Red Top and Rye.

Combinations of these may be used to good advantage. For example, Millet and Soy Beans for a cover crop, or Blue Grass, Red Top, and Alsike for a sod.

In an ORCHARD it is important that a lime and fertilizer program be followed. Lime is usually required every five or six years. If the sod or cover crop is not properly fertilized, the trees will be robbed of some necessary fertility.



**Hoffman's
LAWN
SEED**

HOFFMAN'S Lawn Seed has given fine results for many years. In it are well-blended, fine-leaved hardy grasses that live through severe Winters, endure steady use and keep a good appearance. If carefully sown on good soil, this seed will produce a splendid lawn; even, fine in texture.

HOFFMAN'S SHADY LAWN Seed has been carefully prepared to produce fine lawns in shady locations.

Fancy BENT GRASS Seed is also offered. . . . Where continuous care can be given, and conditions are favorable, it gives splendid results.

★ S O Y B E A N S ★

**Hoffman's
SOY
BEANS**

A MOST important soiling crop. Also supplies high-protein feed. Soy Beans fill in those unexpected gaps when drought or unseasonable weather reduces the hay yield.

Be sure to drill the seed shallow. Many failures resulted from too deep-drilled seed. *Don't plant too early!* Soy Bean Seed should be inoculated. If not inoculated the crop may take more value out of the soil than it puts into it.

Soy Beans do well in fertile soils that are well-drained and where the seed bed has been carefully prepared. If the soil is sour, it should be limed. Soys grow fast. Hardy and strong, quite free from disease. Do not plant Soy Beans until after corn-planting time. The ground must be warm.

Some farmers plant Soy Beans with corn. Others plant the two crops in separate fields and then mix as put into the silo. Many plow down the entire crop as a soil builder.

"WILSON BLACK" SOY BEANS

THE favorite Soy Bean among Eastern farmers—better liked each year as a general-purpose variety. It is one of the best for hay and bean production and for the silo. On account of its wonderful growth and slender stems and branches, the "Wilson Black" variety makes the finest hay. On poor ground "Wilson Blacks" will grow four feet tall, and on fertile ground they will get as tall as six feet. We think Wilsons will make a little more hay, and hay of a little better quality than other varieties. This variety is early enough to mature beans in Southern parts of Pennsylvania, Ohio, New Jersey and States to the South. The Wilsons will do well on poor soils. We would give it good soil to produce forage—poor soil to produce beans. The Wilson is a medium size, jet-black bean. Will easily yield 20

bushels of beans per acre—yield above 30 bushels per acre have been secured. Beginners not sure as to the variety they should start will do well to choose on the "Wilson Blacks." It is a great variety for hay, forage, soiling, and green manuring. See Price List.

**INOCULATE
This Seed
IT PAYS!
See Page 10**



Harry Loose, Menges Mills, York County, Pa. (Photo left), reported: "I used Hoffman's Seeds for 30 years. I liked them, and had good results. Hoffman's were always very fair and just in all their dealings with me."

★ SOY BEANS ★

"MANCHU" SOY BEANS

A FAVORITE in many parts of Pennsylvania and nearby States because it grows tall, erect and bushy. It a great producer of Beans, good for forage. Excellent for hogging down. Beans are yellow, medium sized, with a small mark where fastened to the pod. "Manchu" does not lose beans easily by shelling out. Beans mature in about 110 days.

"VIRGINIA"

FOR Maryland, Virginia, Delaware, Southern Pennsylvania, New Jersey, and Ohio. A most productive forage Bean. Makes good Hay. Beans are round, flat and oblong. If you plant "Virginia" Soy Beans once you will want them again.

"ILLINI"

EARLIEST Yellow Soy Bean. Produces fine hay and a heavy crop of beans. Two weeks earlier than "Manchu."

MIXED SOY BEANS

THESE Beans serve well for a cover crop to turn under—also save you a little in their cost. They are of good quality—sound germination.



NOTICE

SOY BEAN hay contains more crude protein than clover hay and slightly more than alfalfa hay. Soy Bean hay is equal in protein to alfalfa for dairy cattle feeding.

Soy Beans can be used for supplementary pasture, at times when pastures are usually short.

Soy Beans must be inoculated at each new seeding. The bacteria for Soy Beans will not grow on any other legume, and therefore may not come through the average crop rotation.





SOY BEANS IN SILAGE

SOY BEANS are frequently planted with silo corn. Most experiments have shown it economical to grow the two in separate fields and mix them in the silo on the basis of three or four loads of corn to one of beans. The increase in the protein would be very helpful for your stock and would reduce the necessity of feeding quite as much high-protein feed.



Hoffman's COW PEAS

FINE for the South. Grown but little in Pennsylvania. Often succeed on ground too poor for soy beans and other soil-ing or cover crops. Cow Pea hay has about the same value as Soy Bean hay.

Please don't confuse Cow Peas with Canada Peas listed on page 30. They are entirely different. Cow Peas dare not be planted early. Canada Peas are planted very early!

Handle Cow Peas about like soy beans. Inoculate the seed of both. Both are fine soil-enriching legumes when properly inoculated. Cow Peas don't stand up so well. But for pasturing, hogging down, or turning under, this trait doesn't matter. Plant 1½ inches deep.

The "New Era" variety has more erect habits than other sorts. Mows easily. Vines are fine, with many branches. Makes good hay. . . . The "Whippoorwill" is a good, general-purpose variety. Vigorous grower. Yields well both of hay and grain.

For hay or green feed, sow 3 pecks Golden Millet with 1 bushel Cow Peas per acre. Cut when Millet is in bloom regardless of maturity of Cow Peas at the time.

★ SUDAN GRASS ★

Hoffman's
**SUDAN
GRASS SEED**

HERE is a crop that more farmers can use to their profit. During recent drought years it has been a life-saver on many farms. When everything else failed, Sudan came through. It provided much Summer hay that otherwise could not have been gotten.

The quantity of Sudan Seed available this year is supposed to be quite a bit less than a normal supply. In spite of this, very fair prices will likely rule the markets—and Sudan will still make a mighty inexpensive seeding. It will again play a very important part in many a farmer's Summer hay and pasture program.

Walter Townsend, of Cochranville, Pa., says that four acres **Sudan Pasture carried 20 cows for four weeks**. . . . And adds that he can depend on just about that same kind of pasture year after year—even during the hottest part of the Summer.

Mr. Townsend sows much heavier than other folks do— $1\frac{1}{2}$ bushels of seed per acre. Credits his success to heavy seeding. He sows Winter Rye in the Fall, pastures it in the Spring, until late April—then sows his Sudan Seed on that ground, and has been having continuous pasture until frost. Many more folks have found this crop a great help when they need that help the most.

Sudan grows quickly. First crop is often ready to cut in 50 to 70 days after planting. Second crop sometimes inside the next 45 to 50 days. The plant stools remark-



★ SUDAN GRASS ★

ably. Its hay is equal to Timothy Hay—analysis shows 8.2 per cent protein. Stems are not extra heavy even though plant grows tall. For hay, cut when in bloom or a little earlier—about the time the heads appear.

Sudan is an annual—re-seeded each year. When other grasses wither because of dry weather, Sudan keeps supplying pasture.

Don't sow Sudan until the soil is warm—corn-planting time or a little later. Seed can be drilled or broadcast—cover a half inch. Broadcast 20 to 30 pounds per acre. Sudan is often sown with Soy Beans or Cow Peas, making a fine combination. Sudan is a quick, sure, heavy producer of hay, pasture or ensilage.



"I would like to tell you of the success I had with your Clover Seed last year. I bought one and one-half bushels of your Mammoth Clover and one-half bushel of your Alsike Clover and last fall I had the nicest 'Clover catch' around here, so people tell me who saw it."—*Ivanetta LaRock, Lawrenceville, N. Y.*



GOOD POTATO CULTURE

SEED pieces must be large enough to give the plant a good start. The seed piece must furnish the nourishment until the sun hits the leaf and it starts to utilize food from the soil.

The fertilizer should be applied in bands about 2 inches on each side of the seed piece at the same level or below. Fertilizer immediately above or below the seed piece or even mixed with the soil in the row has resulted in lower yields. Broadcasting is not advisable.

Get at your potatoes early. Use the weeder before the crop is up and continue after it has broken through the ground.

Experimental results show that cultivation for other purposes than weed control is not essential. Level cultivation is more effective in controlling moisture than throwing up ridges. Ridging encourages washes and erosion in heavy storms.

Spraying or proper and careful dusting for blight is so very important. Many a crop was lost because of a lack of proper blight prevention. Start spraying or dusting when the plants are 4 inches high or even less. Then continue throughout the season.

★ C O R N ★

Hand-selected ears of seed corn coming into our plant for drying. Direct from the grower's field at husking time.



Hoffman's SEED CORN

IT COSTS you money to plow, harrow, fertilize . . . and then to cultivate and grow a crop of corn. Compared to all that expense, what does the cost of Good Seed Corn amount to? Mighty little, indeed! Because a bushel goes so far.

An extra 5 or 10 bushels of corn, or even more, can be gotten just as easily as not—simply by planting the right seed corn and then taking the right care of growing the crop.

For your silo, and for your crib—here are many varieties of truly splendid seed corn! Some grown in Northern and Central Pennsylvania. Others here in Lancaster County. Still others further South.

See variety descriptions for details. But be sure of this: Hoffman's Seed Corn is sound, vigorous, tested, and is making fine records throughout Pennsylvania and nearby States. It will surely pay you to plant it this Spring!

"Your Lancaster County Sure Crop was a life saver for me last year."—James L. Smith, Wilberforce, Ohio.



Seed Corn, of good germination, is the product of this building—the Hoffman Seed Corn House here at Landisville. Come and look it over some time.

★ C O R N ★

"LANCASTER COUNTY SURE CROP"

THIS great corn has won for itself more friends—has more users through Eastern United States—than any other corn! No other corn has brought in nearly so many fine reports from its users. There must be reasons for such great popularity. And there are! It is a money-making, truly sure-cropping corn. Produces good large ears of hard corn—lots of them—mighty few nubbins. Fills the crib, and fills the silo.

First offered by Hoffman's 26 years ago. . . . This seed of today was grown right here for you on these famous Lancaster County soils.

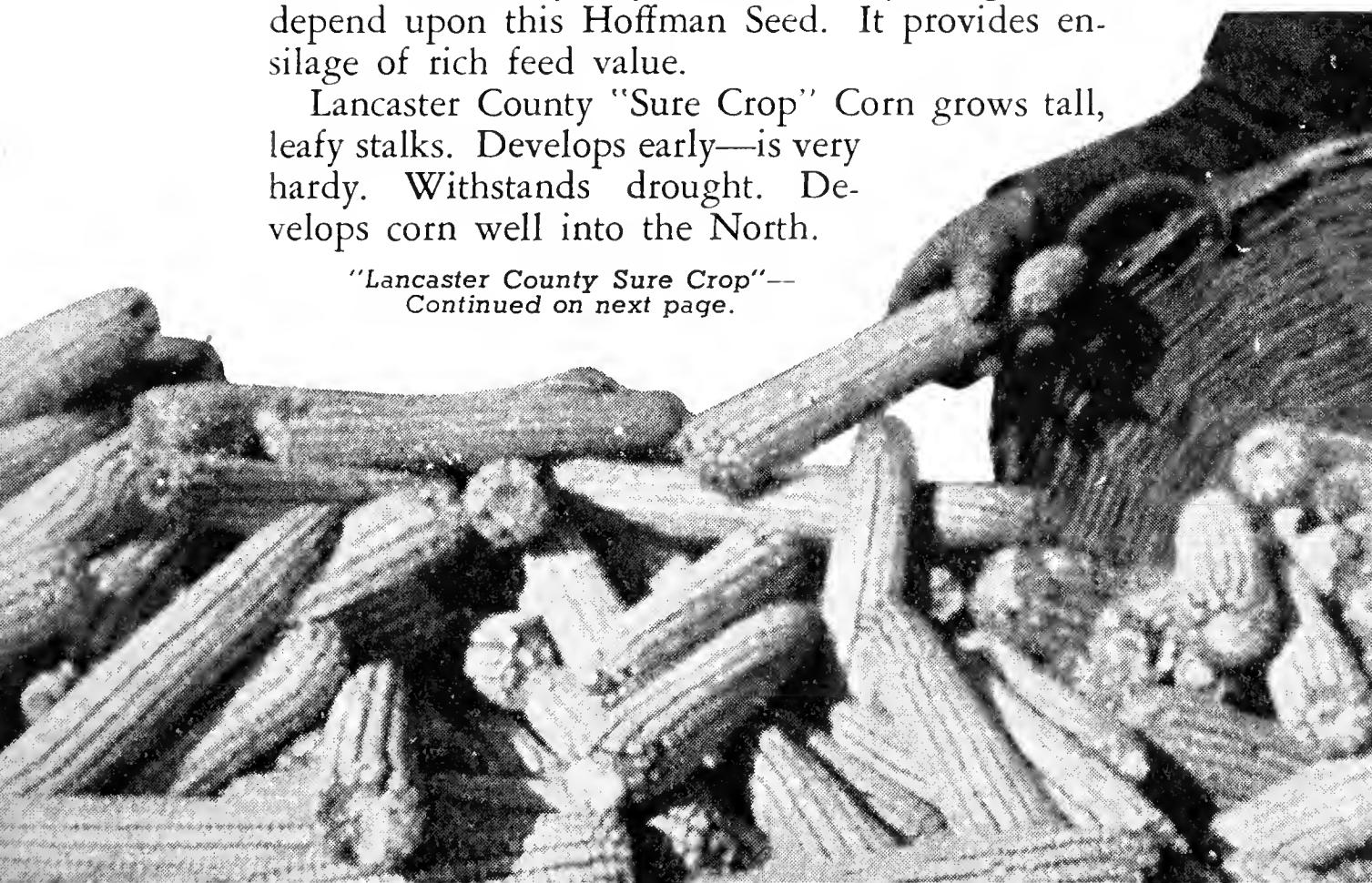
"SURE CROP" FILLS THE SILO

MORE and more folks believe that it pays to put a considerable quantity of corn as well as stalks into the silo—and that preferably corn grains should be well glazed before cutting. Lancaster County "Sure Crop" is the ideal corn for this sort of a program and will fill your silo quickly and easily.

Some of the largest dairymen throughout Pennsylvania, New York, New Jersey, Ohio, and adjoining States depend upon this Hoffman Seed. It provides ensilage of rich feed value.

Lancaster County "Sure Crop" Corn grows tall, leafy stalks. Develops early—is very hardy. Withstands drought. Develops corn well into the North.

"Lancaster County Sure Crop"—
Continued on next page.



★ C O R N ★



"We have had good crops with Hoffman's Seeds. Always proved satisfactory. We used them ever since we bought the farm 12 years ago." This report came from Nissley Bros., Middletown, Pa. (Photo above.)

Hoffman's Lancaster County "Sure Crop"

"SURE CROP" FILLS THE CRIB

WE DON'T know of a better general-purpose corn both for husking and silage use than Lancaster County "Sure Crop." Looks different from other varieties and is different. It does not conform so much to show standards. But it is a real money-maker.

As Good as Its Name—Always a Sure Crop.

Ears run 12-14-16 rows. Cob is thin. Grains are rather square. No lost space between rows. You get a bushel of corn out of 66 to 68 pounds of ears. Rich yellow color. Tests show that this corn is richer in protein. It matures early. Lancaster County "Sure Crop" will grow almost anywhere. Of course, it responds to deep rich soil, but you will never be disappointed. You will always get a sure crop on ordinary soils. . . . Just average land where other crops would fail. Furthermore, it husks easily. You truly get a golden harvest of rich corn in this very popular variety. It was given the right name—"Sure Crop."

★ C O R N ★

HYBRID CORN

A LIMITED supply of Hybrid Corn from very reliable sources is available to Hoffman patrons. We have been trying out the best hybrids from many sources and States, here on our own farm for a few years. Each variety was duplicated five to ten times. Each yield-test carefully weighed and recorded. The best of these hybrids were selected for 1938. Certain hybrids are better adapted for certain sections. Kindly write us, and we will suggest the hybrid shown by tests to be the most likely adapted to your soil and climatic conditions.

This Hybrid Seed has been carefully dried and properly graded. If you want to try Hybrid Corn this year, take advantage of this offer. Gain the benefit of these actual tests. . . . No use buying something which may be unfit. . . . Please write for details.

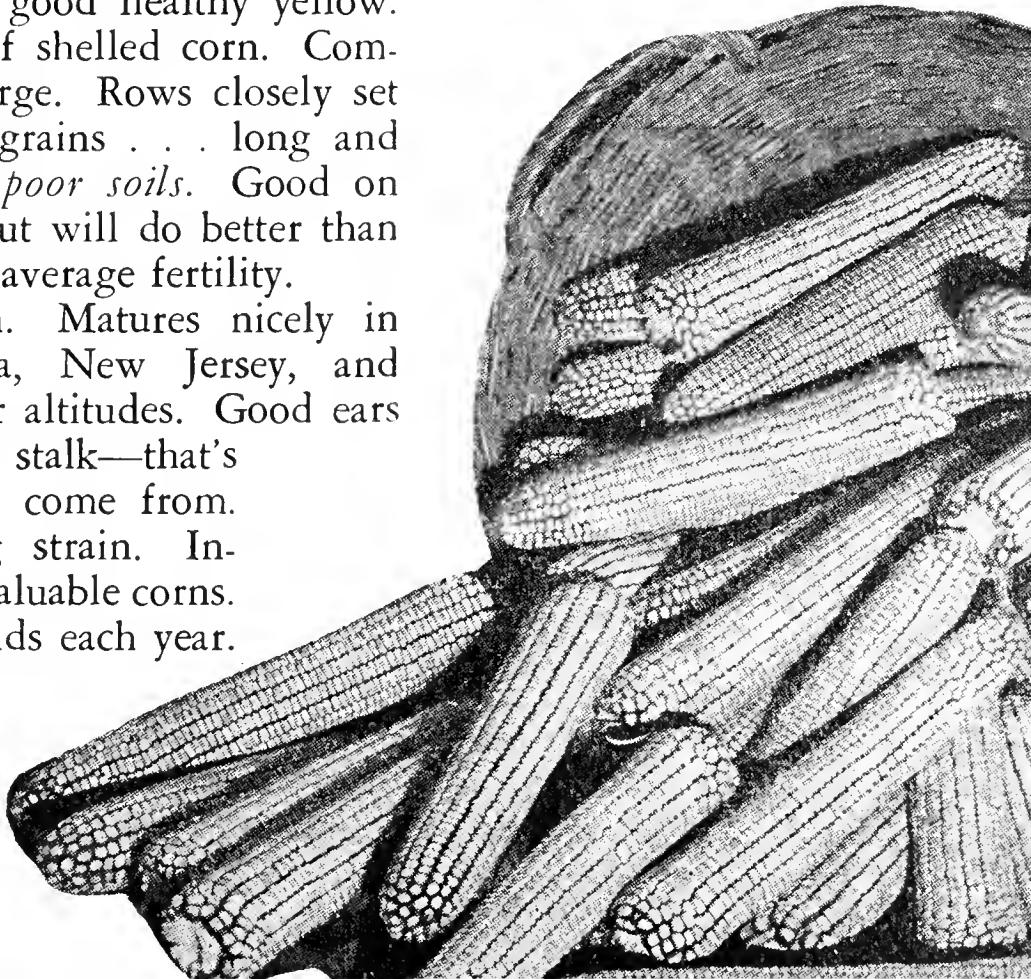


“WHITE CAP YELLOW DENT”

AN EXTRA-GOOD husking corn—one of the most successful on this whole list. The famous Landis strain, developed here in Lancaster County—which has also produced this seed here offered you.

Ears are white, but when shelled the sides of the grains show a good healthy yellow. A big yielder. Lots of shelled corn. Compact ears. Cob not large. Rows closely set on cob. Fairly large grains . . . long and wide. *Does well on poor soils.* Good on rich soils, of course, but will do better than most corns on soils of average fertility.

Medium early corn. Matures nicely in Southern Pennsylvania, New Jersey, and Ohio, except in higher altitudes. Good ears come from stalk after stalk—that's where its good yields come from. Famous prize-winning strain. Indeed one of our most valuable corns. Makes many new friends each year.



Ears of Hoffman “White Cap Yellow Dent.”

★ C O R N ★



"Here is a picture of your Long's Champion Yellow Corn, typical of the field. We are not sending this picture as something to boast of, but just to show something of which we are proud to show. This resulted from good Hoffman Seed, good cultivation, manure and fertilizer."—Ervin J. Baker, East Berlin, Pa.

"LONG'S CHAMPION YELLOW"

A FINE big smooth ear . . . rich yellow . . . deep grain . . . very productive corn. If you have good ground, and put on enough stuff to feed it well, you can do something with this corn! If you will fertilize—prepare the land well—see that there is a full even stand—and cultivate after you have the stand, you will grow a profitable crop. This corn has yielded 100 bushels shelled corn per acre.

"Long's Champion Yellow" is too late a variety for maturing good hard corn in the more Northern sections. But it grows fine here in Lancaster County season after season. . . .

"Long's Champion" for the silo. Widely used for silage, in the Northern and New England States especially. Rich in feeding value. Produces extra heavy tonnage. Preferred by many to the regular silage types. See Price List.

"EARLY 90-DAY YELLOW"

IF YOU want some early corn before the usual varieties are ready to husk, plant Hoffman's "Early 90-Day Yellow." A few acres of this variety have saved many a farmer from buying corn before his other new crop of corn was ready to husk.

In Northern States, where many of the standard varieties will not mature, this short season corn can be relied upon. It makes fodder of medium size and often grows 2 good ears per stalk. The ears are medium in size; the cob is thin and husks very easily. It has a rich, golden color. Play safe and plant a small acreage.

"JOHNSON COUNTY WHITE"

A GOOD husking variety in Southern sections. A very late variety that also makes good silage . . . a heavy, leafy growth . . . and large tonnage per acre. Hoffman's "Johnson County White" will produce better on poorer soils than many varieties. Also responds to more favorable conditions.

★ C O R N ★

"IMPROVED LEAMING"



ADAPTED for almost any soil. Rich, yellow, wedge-shaped grain of good depth. Red cob, medium size, tapering ears—14 to 18 rows. "Improved Leaming" is a reliable corn for rough and ready culture. Fodder has numerous wide leaves. The stalks are thick, but not as tall as some varieties. The ear is well filled at both ends and between the rows. On poorer soils "Improved Leaming" often gives surprising results. It will, however, respond to better conditions and will give fine yields of corn on well-drained, fertile land.

Above: Red Cob White Ensilage Corn, 18 feet high, grown on the farm of Samuel E. Stanton, Nicholson, Wyoming County, Pa.

"REID'S YELLOW DENT"

HERE is a variety well adapted to Southeastern Pennsylvania, New Jersey, Maryland, Delaware, Ohio, West Virginia, and Virginia, except on higher altitudes in those sections. It is a good, practical yellow corn, compact of ear and of medium size. It has a red cob that is very thin, and deep yellow grains. It is long and deep from the tip to the butt. Regular rows from end to end that are set very closely on the cob. If you are in a section that can grow this variety successfully, you will get more corn than from many other varieties.

"EARLY BUTLER"

A FAVORITE in Central and Northern Pennsylvania. Our supply is limited. It was grown in the Northern part of the State in high altitudes. Not a large ear. But truly an early yellow corn that you can rely on for use in the North. This is the true-type strain. If supply should be exhausted when your order arrives, may we substitute any other sort?

Right: S. C. Scott, Washington County, Pa., said:
"Never had a crop failure in the 21 years we have used Hoffman's Seeds. I liked your Clover Seed—it was always hardy. All seeds were clean and germinated well."



★ C O R N ★

Hoffman's "EARLY LEARNING"

THIS is one of the earliest yellow corns. Small eared . . . grains of good size . . . small cobs, borne low on the stalk. The ears are rich yellow, of fine appearance. Hoffman's "Early Leaming" is particularly well adapted to higher locations.

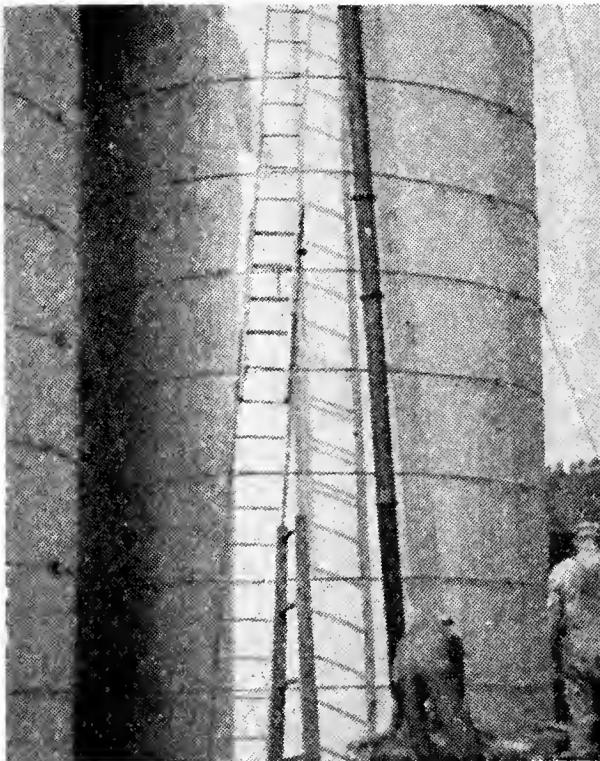


"West Branch Sweepstakes"

THE true strain. . . . Grown in Lycoming County, Northern Pennsylvania. This is a fine silage variety.

Widely used in several Northern States. Is not a corn that would take prizes at a beauty show—for its grains represent quite a mixture of color. Red to yellow, with many in-between shades of both running through it. In spite of any undesirable color of this strain, it has one main feature that makes it so popular. . . . It is a good practical variety—that grows a dependable stand of fodder season after season. Northern dairymen use it and always get a lot of feed. Makes a good crop of ear-corn, too.

It isn't always the best-looking fellow who makes the best farmer . . . other traits often have more value than good looks. That's the way many folks regard this variety.



"8-ROW YELLOW FLINT"

IN HIGHER and colder sections or where seasons are too short to mature the standard varieties of corn, Flint Corn can be grown with profit. The ears of Hoffman's "8-Row Yellow Flint" are 9 to 11 inches long, often two to a stalk. Eight rows to an ear. In some places it can be planted as late as June and still mature a crop. Supply is limited. This year's supply was produced in East-Central Pennsylvania.

★ C R O W R E P E L L E N T ★

KEEPS THE BIRDS FROM PULLING YOUR NEWLY PLANTED CORN

(Costs only 7 cents to 10 cents an acre)



As the result of careful study and practical tests, the ingredients of this Crow Repellent are correctly blended. They give the surest protection possible. Only the best quality-tested materials are used.

Has now been used successfully by experienced corn growers for over twenty years. It is more effective, more convenient to use, and more economical, measured by results, than any other material.



REALLY PROTECTS YOUR CORN

AND during the period when it is most easily damaged. By ridding your crop of crows, pheasants, blackbirds, larks, and all other corn-pulling birds, and animal pests such as moles, gophers, woodchucks and squirrels.

Saves loss of seed and labor or replanting.

Positively will not clog any planter.

Protects seed from rotting in the ground.

Insures larger yield per acre.

Is non-poisonous and will not injure seed.

Will not kill birds or animals, but WILL KEEP THEM AWAY and thus prevent destruction by them.

HOW TO USE

PLACE the clean, dry corn in a suitable container which will not absorb liquid, and pour the Crow Repellent over it, mixing thoroughly. After mixing, put corn in planter. It is unnecessary to dry the corn, therefore do not use tar, lime or plaster.

One Quart can—enough for four bushels of seed corn... \$1.75

One Pint can—enough for two bushels..... 1.00

One-half Pint can—enough for one bushel..... .60

(Postage paid to your address)

WHAT USERS SAY!

"I would not plant corn without using it and have told lots of people who have bought it and found it good." I. DAVIS, Mahaffey, Pa.

"I have used your Crow Repellent for 20 years so it must have given satisfaction or I would not have used it so long."

W. C. NASH, Mt. Kisco, N. Y.



★ C O R N ★



Above: Martin L. Shaffer, Bedford, Pa., says: "I have used Hoffman's Seeds for 25 years. They were always as advertised. When you work hard in preparing the land and go to the expense of fertilizer and lime, you must use good seeds to get good results."

★

See arrow below. Winner of Pennsylvania's First Corn Husking Championship, Nov. 6, 1937, Stanley Stauffer, Quarryville, Lancaster County. 21.06 bu. of clean corn in 1 hr., 20 min. Just about equaling the 1937 National Champion's net amount.

"EXTRA EARLY CLARAGE"

A NICE type ear, rich golden color. This seed was produced in Central Pennsylvania. It is a very good cropper, considering that it isn't the large, thick ear common to so many of the heavy yielders. If you seek an early corn, and have been disappointed with others tried, we feel you can safely trust this "Extra Early Clarage." It will provide quite a satisfactory crop of good hard corn well to the North.

★

"RED COB WHITE ENSILAGE"

THIS is a special ensilage Corn grown in Virginia. . . . A white corn grown on a red cob. Very popular throughout the East and North. A New York State user wrote: "One 7-acre field of your 'Red Cob White Ensilage' produced one-third more fodder than a 9-acre field of another variety."

This popular variety makes sweet, tender, juicy ensilage. Short joints, abundance of leaves, grows to a good height — leafy throughout, and yields an almost unbelievable tonnage of just the kind of feed you would expect.

"Red Cob White Ensilage" does well most anywhere. Won't mature ears in the far North. In average to long seasons, makes considerable good hard grain. This is well-cleaned, sound, tested seed. . . . See Price List.



★ C O R N ★

"EUREKA ENSILAGE"

A FAVORITE silage corn in many sections. Virginia-grown seed. Very leafy—grows to a great height. If your silo must provide feed for an extra long time, you will find that Eureka will supply it. Because Eureka gives high tonnage, it is a favorite on hundreds of dairy farms. You will be unable to mature ears in Northern sections, but for silage this is a variety that you can depend on.



"GOLDEN QUEEN"

HERE is a nice yellow corn quite popular in Southeastern Pennsylvania. It is rich in color—high in feed value. Ears are of good size, the rows nice and even. Good show corn. Makes good, tall, leafy fodder. Grain medium size. Matures in mid-season. Cannot be depended upon for grain in Northern sections.



"STOWELL'S EVER- GREEN" SWEET CORN

(Grown in Lancaster County, Pa.)

HERE is sweet corn seed of a good old stand-by variety. Whenever reliable croppers are mentioned "Stowell's Evergreen" usually heads the list. This is our only variety. Was grown right here. Brought in early in the Fall. Dried and properly cured in our modern seed-drying plant. Shows good germination.

Whether you need a few pounds or a few bushels of this seed, we urge early orders. Stock is not large. Prices are right! See Price List.



At the Flemington (N. J.) Fair this year the champion tall corn was that of Frank H. Curtis, Rosemont, Hunterdon County. See picture. The variety is Eureka. Its height, 15 feet, 7 inches. Grown from Hoffman's Seed.

SEMESAN JR.

**2½c treatment
added 10% to
corn yield**

IT PAYS to dust-treat seed corn with New Improved Semesan, Jr. It assures a better yield. The reasons: It checks seed-rotting in the ground; improves the stand; and reduces losses from seed-borne root and stalk rots.

In 51 tests made over a wide area of the country, careful checks were made. Certain parts of the plantings had been treated with New Improved Semesan, Jr.—other parts had not. The results of these 51 tests showed an average of $3\frac{1}{2}$ bushels gain per acre in favor of the treated seed acreages. One very noticeable gain was $6\frac{1}{4}$ bushels per acre. . . . How else could $3\frac{1}{2}$ or more bushels of corn be gotten so easy? A trifling bit of work to apply the dust to the seed—and about $2\frac{1}{2}$ cents spent on enough Semesan, Jr., to treat an acre of seed corn!

There's nothing mysterious about this whole idea increasing corn crops. It's simple as can be. This modern dust method usually produces a better stand of healthier plants. Why wouldn't that increase the yield? It's just exactly what you would expect.

Semesan, Jr., will not control corn smut, wire worms, and grubs. Neither will it prevent damage by animals or birds. It is not designed for such purposes. It does help protect the seed from decaying, and the seedlings from blights and root rots caused by various fungi. You've often noticed when riding the cultivator how some plants were much higher than others. Ofttimes those small plants have been stunted by attacks of certain fungi or molds. They cannot then be expected to produce as well as if they grew up to be strong healthy plants.

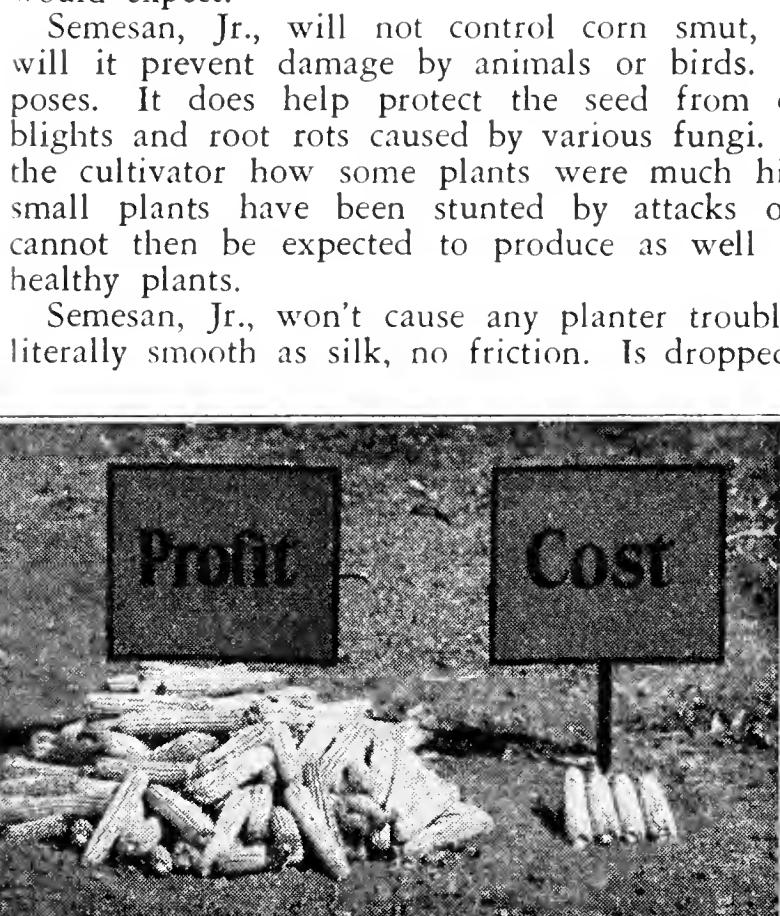
Semesan, Jr., won't cause any planter trouble. . . . It is very finely ground—literally smooth as silk, no friction. Is dropped easily by the planter.

This treatment will pay its cost many times over. . . . It certainly has been doing just that, year after year. Two ounces of New Improved Semesan, Jr., treat 1 bushel seed.

Four-ounce can costs you 35 cents; 1-pound can, \$1.00; 5-pound can, \$4.75; 25-pound pail, \$21.00.



ONE POUND TREATS EIGHT BUSHELS SEED CORN!



★ B A R L E Y ★

Hoffman's SPRING BARLEY

GOOD nurse or grain crop. Similar to corn in feeding value. When sown along with clover or alfalfa, gives the young grass plants the benefit of all possible moisture. Comes off early. Sow two bushels per acre.

"WISCONSIN PEDIGREE" BARLEY

THIS is a popular variety—bearded—six-row type. Often outyields other strains by 6 to 8 bushels per acre. Stands up well—stiff in straw. A tall, vigorous grower that ripens uniformly, and has large, well-filled, fully developed heads.

"VELVET" BARLEY

HAS smooth beards—minus the sharp barbs or hooks common to most barleys. A safe feed. This variety yields well—has long straw. Matures early—a sure cropper. We also offer "Wisconsin 38"—another good velvet type strain. Good yielder. Supply limited, so order quickly.

"BEARDLESS" BARLEY

HERE is one of the best nurse crops for Spring-sown alfalfa. It is also widely grown for grain. The heads are erect—straw is strong. Supplies are limited, so that we suggest that you order immediately. May we substitute another variety if the "Beardless" should be all sold when your order arrives?

"ALPHA" (2-ROW) BARLEY

HERE is a bearded variety. A good yielder. Developed in New York State. Very well adapted to that State, and also to Northern sections of Pennsylvania. "Alpha" is not so early—in fact, can be classed as medium late in maturity. Grows tall, and is noted for its special stiffness of straw.



"I have been intending to write you ever since I received those 15 bushels of Swedish Seed Oats. They were the finest I ever bought. Many visitors have been here to see them and say they never saw Oats like them."
—W. F. Forsythe, Kimbolton, Ohio, R. D. No. 1.

★ B U C K W H E A T ★

Hoffman's

**Buckwheat
Seed**

BUCKWHEAT is a valuable crop on many farms where the soil is thin or where other crops have failed. Many farmers make the mistake of believing that buckwheat will succeed well under any condition. For best results prepare the seed bed carefully and apply fertilizer. It has no definite place in the rotation. Many farmers use it after plowing old sod land in the Spring or plowing up an old pasture.

It may be seeded all of June and even as late as the early part of July, using one bushel of seed per acre.

Buckwheat middlings have high protein content and are valuable for dairy feed. Likewise, the grain is important as a poultry feed. Buckwheat blossoms are fine for bees.

Most growers prefer our Japanese variety of Buckwheat, which is a dark brown, good-sized kernel that yields well.



ALFALFA-MOLASSES SILAGE

A NEW and very profitable silage is fast gaining popular and wide usage. This is particularly true for summer silage. Alfalfa is cut in June as early as possible and cut for silage in the regular manner. To this is added molasses. This makes very excellent high-protein silage and because of the addition of the molasses it makes a most palatable feed. Although very good for summer feeding, it can be used the year round with excellent results.



★ S P R I N G G R A I N S ★



SPRING WHEAT

THE above field of Spring wheat was grown by Mr. Myron Swank, Ringtown, Schuylkill County, Pa. Yields fairly well. Makes good flour. Mostly sown in higher portions of Pennsylvania and in States North. "Marquis" is early and not often subject to rust and disease. Grain is smaller than Winter Wheat. Our "Marquis" seed comes from Minnesota—is clean, and carries the tendencies of the Northwest—earliness, hardiness, productiveness.

SPELTZ

ADAPTED to a wide range of soil and climate. Eaten by cows—horses—cattle—hogs. Often mixed with bran shorts.

Resists drought. Ripens early. Does not rust or smut like other grains. Not readily damaged by harvest rains. Grows on poor land. Sow 2 bushels per acre—handle like oats.

SPRING RYE

SOWN to produce grain, also sown with other grains for Spring pastures and soiling purposes—and for nurse crops. Should be sown early, same as oats. Seed should be brought from the North. Spring Rye is not as plump grained as Winter Rye. Doesn't grow as tall.



WINTER WHEAT—RYE—BARLEY

THERE is now growing for us an immense acreage which will be ready to deliver to our customers shortly after harvest time next July. Selected strains of the hardest varieties known will be very carefully cleaned by most modern machinery, and offered to you. Sowing such seed will pay you.

"CERESAN"

TREATMENT FOR OATS—WHEAT—BARLEY

IN A three-year series of tests, on 65 farms, read what happened with seed oats that had been treated with New Improved Ceresan! The average *yield* produced in all these tests over this period was *increased by 18 per cent!*

And the seed-oats treatment with effective new ethyl mercury phosphate amounts to only around 6 cents an acre!

It is also very effective on wheat and barley seed. Diseases that now reduce your yield and steal away your profit, can be controlled easily and at very low cost by dust-treating the seed with this New Improved Ceresan! Farmers and farm authorities alike endorse its value in controlling covered smut, black loose smut, stripe and seedling blight.

Every oats grower should apply this treatment, even if the seed is not supposed to be in any way infected—because the cost of this effective precaution is so very small. In Iowa State Bulletin you find printed: "In 1934 this dust practically eliminated smut on 60 different farmers' lots of oats. 400 rows were planted with treated seed. And smut occurred in only 4 plants out of the 400. In the 400 rows planted with seed not treated, there were 2,466 smutted plants."

Don't try to outguess the smut. Clean or smutty, treat your seed oats—barley—wheat—with New Improved Ceresan. If the seed is smutty, the treatment usually will control the smut and increase the yield, too. If the seed is clean, New Improved Ceresan will often increase the yield anyway. There's nothing to be gained by guessing; play safe and treat with Ceresan.

ONE-HALF OUNCE TREATS A BUSHEL

That's all it takes—a half ounce of dust per bushel of seed. Quickly and easily applied by means of a rotary seed-treater or by the shovel method. After treating the seed should be stored in a pile of sacks for 24 hours before planting.

Prices: 1-pound can, 70 cents; 5-pound can, \$3.00.



FORAGE FOR GROWING PIGS

GROWING pigs need feeds high in protein, vitamins, and mineral content. To get all this from grain in a dry lot is much more expensive than supplementing with green forage crops.

Among the best of these are Alfalfa, Sweet Clover, and Rape. These crops help in more economical feeding, proper assimilation of grain and minerals, and keep the growing pigs so much cleaner than feeding in dry lots.

use
this



FOR BIGGER YIELDS OF
**BETTER OATS
AND BARLEY**

★ R A P E — V E T C H ★

Sow RAPE SEED for Quick Pasture

ONE of the best Summer and Fall pastures for sheep and hogs. Very inexpensive to sow and grow. Soil needs hardly any preparation. Takes only 5 or 6 pounds of seed per acre. Seeded all through the Spring and up to the end of August. Besides sowing alone, can be sown in corn fields, or along with many other seeds for pasture purposes. May be pastured when about ten inches tall. Makes a second growth.

No land should be allowed to loaf, when such an inexpensive crop is available. Succeeds all over the nation. Thrives on all sorts of soils. See Price List.



Hoffman's VETCH SEED

A FINE cover crop. WINTER OR HAIRY VETCH may be seeded from July to October. Very hardy—lives through the Winter. Gathers much nitrogen at its roots. Valuable for hay, pasture, green feed, and for plowing under for soil improvement. For best results is seeded with rye or wheat.

Sow 30 to 60 pounds per acre. Seed should be covered about $1\frac{1}{2}$ inches. Soil should be well prepared. Seed inoculated.

Vetch should be cut for hay when the pods are about half formed. For green feed, cut when in full bloom. Often used as cover crop in orchards. . . . See Price List.

SPRING VETCH—often called Common or Oregon Vetch. Not a Winter-hardy plant, like the Hairy Vetch. But makes a good growth when sown in the Spring of the year. Often sown with Spring grains—oats, rye, or barley. Cost is low. 50 pounds per bushel. See Price List.



★ M I L L E T S ★

Hoffman's MILLET

MILLET grows quickly. Sown in June and July. Makes a heavy crop, even on average to poor quality land.

Millet should be cut for hay before its seeds harden—before the growth becomes too woody. A safe rule is—cut millet when the seed-heads have come on about a third of the plants. Half a bushel Millet with a bushel Cow Peas per acre makes a fine hay or green feed combination. The Millet helps hold up the Cow Peas (a legume).

"Golden" Millet

MAKES a heavy yield. Takes ten days to two weeks longer than Hungarian, but is more leafy and produces a more satisfactory hay. In Pennsylvania seven to nine weeks are needed to make a crop. For hay sow three pecks seed per acre, 48 pounds per bushel.

"Hungarian" Millet

PREFERRED by some folks. Adapted to Northern conditions. Always dependable. About ten days earlier than Golden Millet—yet not as leafy. 48 pounds is a bushel.

"Japanese" Millet

A TALL variety. Thrives on poor soil. Some call it "Million Dollar" Grass. Has yielded as high as 20 tons per acre. When fed green, should be cut just before seed-heads appear. More difficult to cure than Golden, yet if well cured, makes valuable hay. Sow a half bushel per acre. 32 lbs. is a bushel. Cover the seed well for better results.



COW HORN TURNIP SEED

SOWN in corn fields, two to four pounds per acre. The turnip grows long. Roots penetrate deeply into the soil and bring to the surface fertility that would otherwise not become available. Tops are eaten greedily by sheep, hogs, and poultry. Roots add humus to soil and improve its condition. Sown July and August.



"I have been a satisfied customer for 25 years, and am pleased to report that I have always found your Farm Seeds O. K. every year." So states Willard Suydam, New Brunswick, N. J. (Note his farm buildings at left.)



★ FORAGE CROPS ★

SORGHUM or CANE

THE growth is on the order of corn and rapid. May be pastured by all stock. Feed gradually at first to prevent bloating. Valuable soiling crop.

Sorghum may be cut and dried, and fed to all farm livestock. Does well all over the East and South. "Early Amber" is the preferred variety. Never pasture after plants are frosted, as a bad poison then develops.

KAFFIR CORN

GROWS five to seven feet tall. Stems bear numerous wide leaves. Stalk is brittle and juicy. Makes excellent fodder, either green or dry, highly relished by stock. Produces heavy crop of seed, 50 to 60 bushels—useful for poultry feed. . . . For grain sow in rows three feet apart, sowing four to seven pounds seed per acre. . . . For fodder sow a bushel per acre, broadcast or in drills. Plant late May or early June for grain. . . . Late May to July for forage.

for HOGS—SHEEP—CATTLE—POULTRY

Emergency PASTURE MIXTURE

HERE is a mixture of quick-growing seeds, made especially for farmers who want green feed with little trouble.

Under favorable conditions, you will get a satisfactory growth in four weeks. Makes fine pasture for hogs or sheep.

For cattle, most farmers cut the growth and haul it to the stock in the barn. This prevents damage from stamping. After the growth is cut, it will come up again.

Pasturage from this mixture helps to produce flesh, fat, wool, and dairy products. Must not be sown before June 1st, and not later than August 1st. It will continue to grow until frost, but will not Winter through.

Plant at the rate of about 70 pounds per acre, either broadcast or with a seeder. Then harrow it in. It may also be sown with a grain drill.





Hoffman's SEED POTATOES

PLANT Northern-grown, disease-free, Seed Potatoes. Make sure that your careful preparation and cultivation counts for the most! You spend a lot of time on this crop—and plenty of money on machinery, fertilizer, spray materials. You have expensive details to watch all along the line—and the seed is very important.

Here is Quality Seed. Grown in Northern Michigan, Northern Maine, and Northern New York. It has been proven time and again that the right seed from these sources make better yields than home-grown seed can. . . . Start your Potato crop right—plant the right seed! Here it is.

"GREEN MOUNTAIN" (Certified)

ONE of the best-liked standard sorts grown. Of very best eating qualities. Of all the later types of Maine-grown seed there is no variety that has more friends and more successful users. Here is fine seed of it this year.

"KATAHDIN" (Certified)

ONE of the newer varieties. It is oval-shaped—very smooth—shallow eyes. It matures a little before "Green Mountain." This fine variety produces very few number twos—mostly all of market size. A fine yielder. The vines are very dark green, and carry thick, heavy foliage, similar to "Cobbler." Supply is short. Order at once.

★ P O T A T O E S ★

"IRISH COBBLER" (Certified)

THIS is Maine-grown seed—the best-selling variety. And truly a money-maker. More than half of our orders call for Irish Cobblers. It is the earliest standard-crop white potato. You doubtless know all about its merits. It is round to oblong in shape. Shallow eyes and indent at the stem end. A delicious, mealy potato. Stores well. Eyes remain dormant as long as the later varieties under same conditions. A favorite for commercial planting.

Early harvest potatoes often reap the benefit of better prices. Because of this and its exceptional ability to yield big crops, the "Irish Cobbler" is a bigger favorite today than ever. This seed is of exceptional quality—bound to please you!

"CHIPPEWA" (Certified)

A NEW variety, but already has won many friends. It is a very smooth, oval potato, whiter than most of the other white varieties. Matures just after "Cobbler." Remarkable producer. Foliage a beautiful dark green, with large leaves, and more pointed than other varieties.

"BLISS TRIUMPH" (Certified)

HERE is a red potato—round—medium in maturing. Unlike the old Bliss, it produces a fine vine growth. A good producer. "Bliss Triumph" is in good demand. Our supply is small—order quickly.

"EARLY ROSE"

"EARLY OHIO"

EVERYONE knows these fine old varieties . . . pink skin. Rather oblong, medium size. Quite early in maturity. Fine for garden use. Supply is limited. Order early.

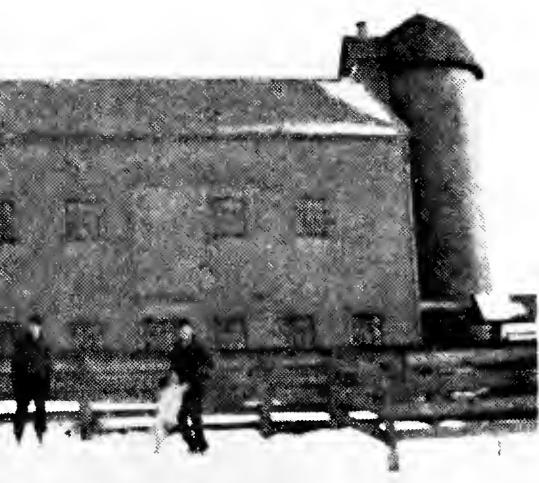


John and Mrs. Ernst, of Riegelsville, Pa. (shown above), are well pleased with results from their Hoffman certified seed potatoes.



★ P O T A T O E S ★

NORTHERN MICHIGAN "RUSSET" (Certified)



Above: William P. Barns, Uniontown, Pa., writes: "My having bought Hoffman's Seeds for 25 consecutive years proves their high quality. They have never disappointed me and I always recommend them. Hoffman's catalog is always somewhere on our table or desk."

A FAMOUS variety that has truly made several records. . . . John Smith, of Lebanon County (Pa.), averaged 352 bushels per acre on 56 acres! Another great yield was made by Yeagle Bros., of Bucks County (Pa.), with the same strain of Michigan Seed here offered you—624 bushels per acre!

The "Russet" is a hardy grower. Fine root system—resists disease—easy to harvest—stores well—a good cooker. A real money-maker because it is a dependable, heavy yelder.

The famous Tuber-Unit Seed Selection method produces this seed.

By this method everything undesirable is removed from the seed-stock, and you are assured top-notch seed quality.

NEW YORK "RUSSET" (Certified)



MANY potato men prefer this seed. Cost is lower. Many records show it equal in quality, freedom from disease, and yielding ability to seed from other sources. . . . It is likewise of Tuber-Unit parentage. One user averaged 460 bushels per acre. Some forty checks in eleven counties revealed very good yields.

"WHITE RURAL" (Certified)

KNOWN by some as "Rural New Yorker." An old favorite. Bred and developed by same methods as above "Russets." Worthy seed of a heavy-yielding white potato.

★ P O T A T O E S ★

SEMESAN BEL

Low-Cost Treatment for
INCREASING
POTATO YIELDS

DIP-TREAT your seed potatoes with *New Improved* Semesan Bel this season . . . and look forward to a bigger yield of better potatoes—at less cost! It's so easy—just dip and plant!

In actual farm tests, this quick dip treatment has given yield increases, averaging 13.6 per cent. It checks seed-piece decay, improves stands, and reduces or prevents crop damage from seed-borne Rhizoctonia and scab. Some gains have been reported as high as 25 per cent.

Disease steals your potato profits by decreasing the yield and lowering the market value. A loss in yield of only 10 per cent frequently may represent the profit on your entire planting. Seed-rotting is another big loss in many sections. These two needless losses can be largely prevented by treating the seed before planting, with Improved Semesan Bel potato dip.

Treat only uncertified seed? No . . . treat certified or apparently disease-free seed, too. It may carry even a small trace of disease that the treatment will overcome. And the certified seed will rot just as quickly in cold, wet soils as any other seed—therefore treating it is a paying operation.

COSTS SO LITTLE—2 to 3 CENTS PER BUSHEL

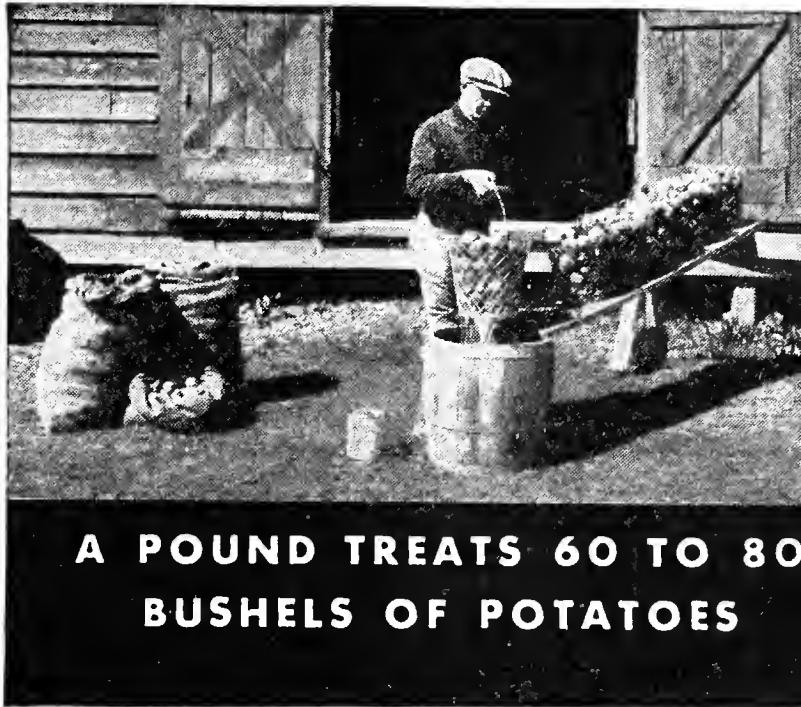
BECAUSE it costs such a trifling sum, compared to everything else you spend to put out a potato crop . . . is why you should apply Semesan Bel to all seed.

35.4 MORE BUSHELS PER ACRE BY TREATING

ON SIX practical farms in Pennsylvania, Minnesota, Maine, Ohio and New York, careful records were kept—in actual field demonstrations, where seed potatoes were treated with Semesan Bel, and where they were not. . . . The average increase in yield on all six farms was exactly 35.4 bushels per acre

—thus proving the wisdom of this quick one-minute dip.

No question remains—it pays beyond all doubt to treat Seed Potatoes with improved Semesan Bel. . . . Prices: 4-ounce tin costs you 45 cents; 1-pound tin, \$1.50; 5-pound tin, \$6.75; 25-pound pail, \$31.00.



A POUND TREATS 60 TO 80
BUSHELS OF POTATOES



★ S E E D S O W E R S ★

A good SEED SOWER

for
hand sowing
of most seeds

The “CAHOON”

THIS IMPROVED CAHOON BROAD-CAST SEED SOWER sows all kinds of grain and grass seed. Sows them faster, more evenly and with less waste than can be done by other means. This machine has also been used with good success in distributing GRANULAR FERTILIZER.

Made almost entirely of iron and steel and having no complicated parts to wear or get out of order, the Cahoon Sower will last and give perfect satisfaction over a long period of years. Saves its cost in a comparatively short time.

Will sow four to eight acres an hour, depending upon the efficiency of the operator, condition of the land and weight of the seed. Its operation is so simple that a person with no experience in hand sowing can operate it with entire success.

Can be used on rough or steep land. Or early in the season when the land is too soft for team or tractor. Is almost indispensable on the farm. Can be operated successfully wherever a person can walk.

THE FRAME and HANDLE GEAR are made of malleable iron—practically unbreakable.

HOPPER and BREAST PLATE are sheet steel, wire bound—insuring great rigidity.

The BAG is made of heavy, wear-resisting duck which with hopper holds about twenty-two quarts.

The DISCHARGER is steel without seam. It throws the seed evenly to right and left in front of the operator—not against his person.

The WINGS in the discharger are made adjustable so that if, owing to a side wind or other cause, distribution of seed should be more to one side than the other, it can be adjusted to sow evenly.

There are two gates, one within the other, which govern the quantity of seed used very closely. The large gate is for grain or coarse seed. The small gate within the larger is used only when sowing grass seed.

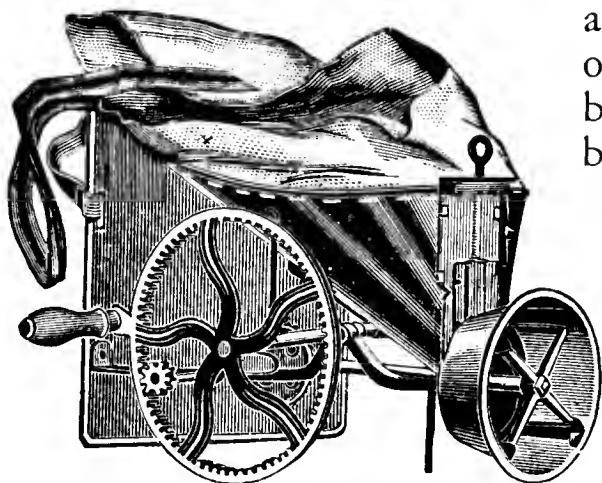
Complete and easily understood instructions accompany each machine.



Price . . .

\$4.50 each

(Postage Paid)



★ S E E D C L E A N E R S ★

The
"CLIPPER"
SEED
CLEANER

FOR
CLEANING
THE SEED
YOU GROW
ON YOUR
FARM

If you sow your own wheat or other grain, or grass seed, you need a "Clipper" Seed Cleaner to make it "fit to sow." The cost is small, the upkeep is nothing. It is well made, nicely finished, light running. Will last a lifetime and earn its cost every year it is used on a well-conducted farm.

Experience has shown that no other mill cleans so clean—none other sells so cheaply. The "Clipper" is used by Seedsmen all over the world. Also by Agricultural Colleges, Experiment Stations and Seed Breeders everywhere.

Plain Directions for Separating go with each machine. These are so easily understood that anyone can learn in a few minutes how to make the most delicate separations.

The "Clipper" Screen Outfit (12 screens) is very complete for the work required and contains screens for Wheat, Oats, Barley, Rye, Red and Alsike Clovers, Alfalfa, Sweet Clover, Timothy, Millet, Flax, Peas, Beans, Cow Peas, Soy Beans, Grading Seed Corn, cleaning Clover containing buckhorn, plantain or ripple, cleaning Timothy seed containing pepper grass seed and sorrel; Cane seed, Milo Maize, Kaffir Corn and separating corn from oats.

The Vertical Air Blast of the "Clipper" is a feature that no other cleaner has and it makes possible the most difficult separations that can be made in no other way.

Guarantee: So satisfactory has been the work of the thousands of "Clippers" placed among our customers—that our usual offer is extended: You must be pleased with the work of the "Clipper" Cleaner or you may return it promptly in good condition for full refund of the purchase price.



No. 1-B "Clipper" is a farm-size hand or power mill that will clean 20 bushels Seed Wheat per hour, or 10 bushels Clover or Timothy seed per hour. Dimensions: length, 4 ft. 8 in.; width, 2 ft. 2 in.; height, 3 ft. 8 in.; weight, crated, 185 pounds.

No. 2-B "Clipper" does exactly the same work as the No. 1-B, but its capacity per hour is 25 bushels grain and 15 bushels grass seed. Its screens are 6 inches wider. Dimensions: 4 ft. 8 in., long; 2 ft. 8 in. wide; 3 ft. 8 in. high. Crated weight, 210 pounds. Can be run by hand for certain cleaning, but for most cleaning, power should be applied— $\frac{1}{4}$ horsepower is sufficient.

PRICES—See Price List. Send orders for "Clipper" Cleaners to us for shipment direct from Landisville.

SEEDING RATES Information

"Successful Farmers Recommend Heavy Seeding." The right quantity differs in different sections—depends on location and nature of soils. Spare seeding is not economical. Best qualities of seed are cheapest in the end—extra cost per acre is small and results more satisfactory. Table suggests quantities per acre that may be of help.

SEEDS	Per Bu. Weight	Pounds Per Acre	TIME OF SEEDING
Alfalfa.....	60	15-20	March May—Aug. Sept.
Alsike.....	60	6-9	Feb. June—Aug. Oct.
Barley.....	48	72-96	April—June
Blue Grass.....	14	30-35	Apr. June—Aug. Sept.
Buckwheat.....	48	48-60	June—July
Cane, Sorghum.....	50	60-65	May—July
Corn.....	56	8-10	May—June
Corn, Ensilage....	56	10-20	May—June
Cow Horn Turnip.....		3-5	June—September
Clover, Crimson..	60	15-20	July—September
Clover, Red.....	60	8-10	Feb. Apr.—Aug. Oct.
Clover, Sweet.....	60	15-20	March May—Aug. Sept.
Clover, White.....	60	6-8	Apr. June—Aug. Oct.
Economical Mixt..	56	12-20	March May—Aug. Oct.
Hog Pasture.....		50-70	May—August
Lawn Grass.....	20	100-150	Apr. June—Aug. Oct.
Meadow Fescue...	24	30-50	Apr. May—Aug. Sept.
Millet, German...	48	40-50	May—July
Millet, Hungarian	48	40-50	May—July
Millet, Japanese..	32	25-40	May—July
Oats.....	32	70-100	March—May
Orchard Grass...	14	30-45	Apr. May—Aug. Sept.
Peas, Canada.....	60	75-100	February—April
Peas, Cow.....	60	60-90	May—August
Rape, Dwarf Essex	50	5-8	April—August
Red Top.....	32	10-12	Apr. June—Sept. Nov.
Rye Grass.....	24	30-45	Apr. June—Aug. Oct.
Rye, Spring.....	56	56-84	March—May
Soy Beans.....	60	60-90	May—August
Sudan.....		18-35	May—July
Timothy.....	45	8-12	March June—Aug. Nov.
Vetch, Spring....	50	50-70	March—May
Vetch, Winter....	60	30-60	July—November
Wheat.....	60	90-120	September—October

TERMS OF ACCEPTANCE

Every care is exercised to give all customers seed of good quality that will prove pleasing and satisfactory. . . . The following clause, approved by the American Seed-Trade Association (of which we are members) and same as published by other responsible seed firms, is to be made plain. A. H. Hoffman, Inc., gives no warranty, express or implied, as to the description, quality, productiveness, or any other matter of any seeds they send out, and will not be in any way responsible for the crop. If the purchaser does not accept the goods on these terms, they are at once to be returned. . . . Hoffman's Seeds will please you—and "MAKE MONEY FOR YOU!"



Left: Morgan Gavitt, Muncy Valley, Sullivan County, Pa., likes Quality Seeds and made this comment: "I used Hoffman's Seeds ever since the company first advertised them about 38 years ago. The company was always reliable and always dealt squarely with me. I had mighty satisfactory dealings. I usually send in my order and for several neighbors."

DRIVE TO LANDISVILLE for Your Seeds

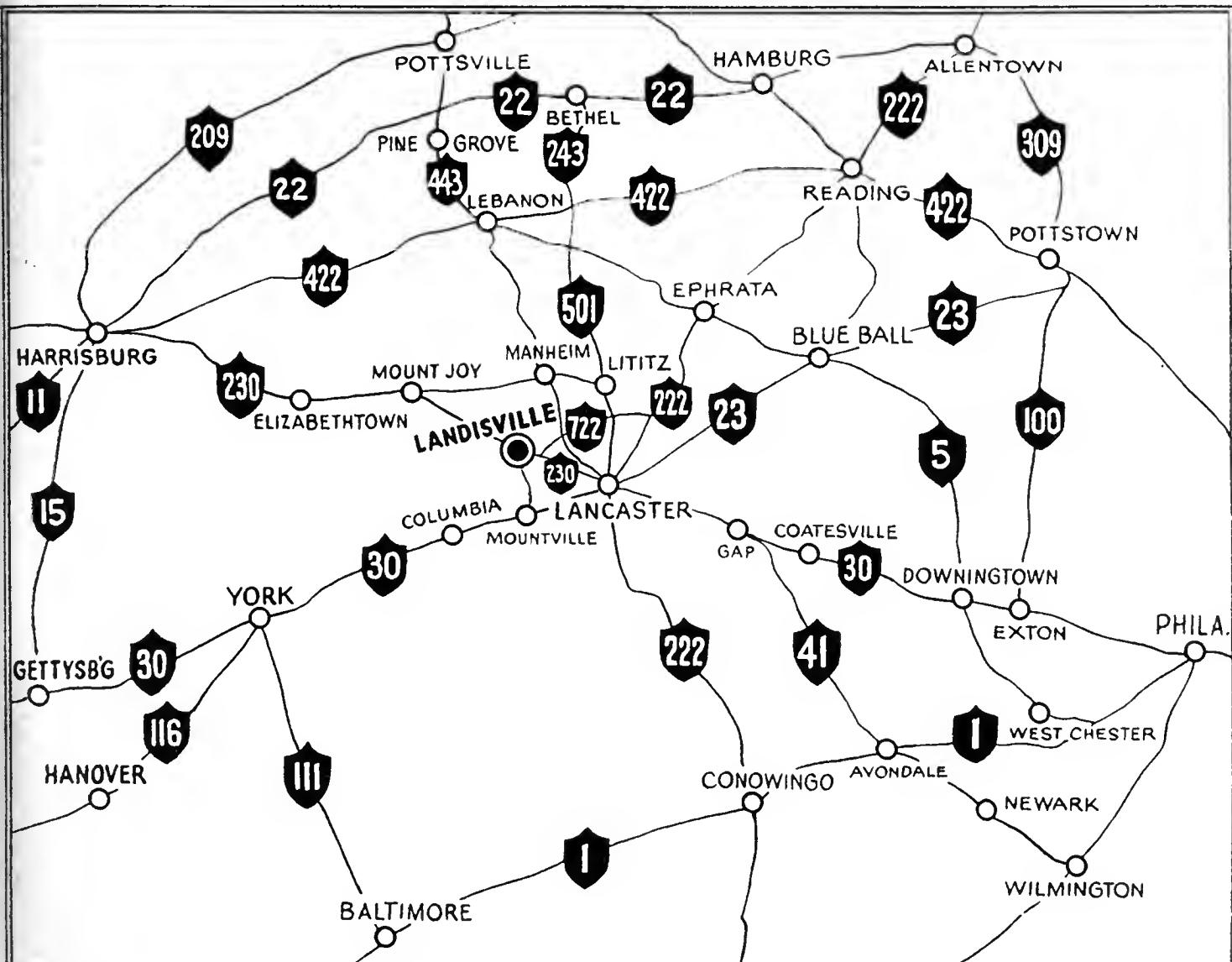
The sketch below may help you.

Hoffman's warehouses are on route 230, the main highway from Harrisburg to Philadelphia.

Please come early. Don't wait until the rush of the busy season for we want time to show you around and have you enjoy your visit.

And when you come for seeds bring bags along. We give you credit for your bags. Again, if your purchase weighs 100 pounds or more, we'll allow you another credit equal to what the railroad freight charges would have been.

Come . . . we'll be mighty glad to see you!



HOW YOU PAY FOR HOFFMAN'S SEED

YOU may send payment right along with your order . . . most people do. . . . Page 6 tells how you can now pay your freight agent when seed arrives—please read about it. . . . Or if you prefer to pay draft at your bank, please tell us the name of your bank and the necessary papers will be sent there. . . . Or, we can mail your freight Bill of Lading C.O.D. . . . Then you would pay the mailman for it—take it to the station to release the shipment. . . . If you don't send payment when ordering, please be sure to write on your order which plan of payment you prefer.

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Hoffman's Seeds

A. H. HOFFMAN, INC.

LANDISVILLE (LANCASTER COUNTY) PA.

"Hoffman's Seeds Make Money For You"

SOLD

TO (Name)

DATE

POST

OFFICE (Address)

R.F.D No.

COUNTY

STATE

SHIP TO

(Name of Place)

COUNTY

STATE

WHEN

HOW SHIP

FREIGHT PAID ON 100 LBS. OR MORE INTO PENNA. AND NEARBY STATES—SEE CATALOG.
NECESSARY BAGS SUPPLIED FREE—EXPRESS CHARGES COLLECT AT BUYER'S STATION.

CONDITIONS ON REVERSE SIDE ARE A PART OF THIS ORDER

HOW TO PAY FOR HOFFMAN'S SEEDS:—(1) You may send payment right along with your order, or (2) You may pay your freight agent when seeds arrive (see Catalog), or (3) if you prefer to pay at your Bank when seeds arrive, please write name of bank on line below and necessary papers will be sent there.

Name of Bank..

MONEY BACK GUARANTEE

Seeds you order from Hoffman's must be satisfactory on its arrival or may be returned at once, and your money will be refunded.

Hoffman's Seeds will please you and make money for you.

A. H. HOFFMAN, INC., gives no warranty, express or implied, as to the description, quality, productiveness, or any other matter of any seeds they send out, and will not be in any way responsible for the crop.

Hoffman's Seeds

A. H. HOFFMAN, INC.

LANDISVILLE (Lancaster County)

PENNA.

"QUALITY SEEDS SINCE 1899"

Our 40th Year

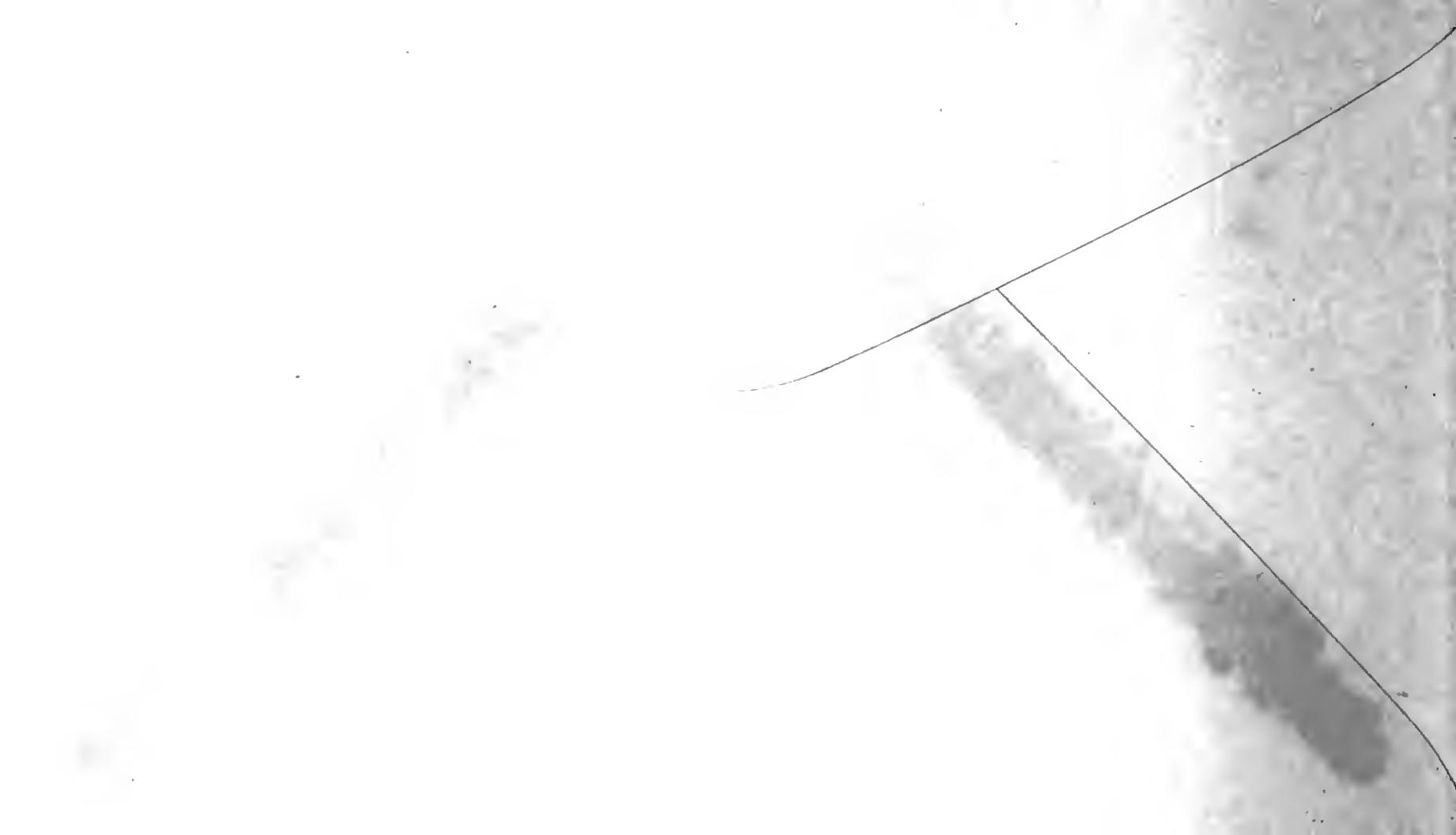
FROM

A. H. HOFFMAN, INC.

Landisville,

(Lancaster County)

Penna.



FREIGHT WILL BE PAID
on every Hoffman Seed shipment of
100 POUNDS OR OVER

if your freight station is located in any one of these eleven states . . . Pennsylvania, New Jersey, West Virginia, Massachusetts, Maryland, Ohio, Delaware, Rhode Island, New York, Virginia, Connecticut.

SHIPMENTS BY EXPRESS are made with charges COLLECT at your station. On 100 pounds or over, we will send you the amount we would have paid as freight charges—this to help you pay the express charges.

BAGS ARE FREE

When you make up a Hoffman seed order, you figure nothing "extra" for bags needed to ship your seeds.

A. H. HOFFMAN, INC.
LANDISVILLE (Lancaster County), PA.



A Personal Message

This book was planned to do three main things for you. First—offer you good dependable seeds for your farm this year. Second—make a few cropping suggestions that may be helpful. Third—(because it is our 40th year catalog) bring you actual reports from about forty Hoffman customers of long standing.

But this is too small a book to begin listing customers. There are thousands of others . . . just as good farmers . . . just as loyal to us . . . just as worthy of mention—as those listed. Right here I say to all of you—mentioned here or not—that your patronage, your good-will are the backbone of this business. You made it possible for my father to start this business nearly forty years ago. You have kept it alive and growing ever since. Every one of us is most thankful to every one of you!

May we serve you with your Farm Seeds this year? Please command us.

Sincerely,

WILLIAM F. HOFFMAN.



Our President, William F. Hoffman, whose message at right contains a significant thought for the practical man. We think you will find this message interesting.

"Hoffman's Seeds Make Money for You"



SEEDS *for your* **FARM**

A.H.HOFFMAN, INC., LANDISVILLE (Lancaster County), PA.